



Objective:

- To aid participants in developing their skills to deal with Indian stakeholders by helping them understand:
 - The context of Indian business culture
 - Protocols to be followed when working with Indian stakeholders

Training Topics:

- **Cultural Awareness**

- Understanding climatic conditions
- Learning about the various religions and languages
- Relating to their lifestyle and work environment:
 - Marriages and festivals
 - Leisure, sport and entertainment
 - The political and education system
 - Dining etiquette and table manners
 - Normal work day/week
- Indianisms

- **Business Awareness**

- Indian attitude towards spending and saving
- The monetary system
- Economic Scenario
- Meetings and negotiations
- Structure and Hierarchy
- Work relationships
- Attitudes and style
- Pace of negotiation

Training Hours:

The program is designed to be an 8 hour session.