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.