



PRC Training - Cultural Intelligence Session

Date Thursday 4 Feb 2016
Time 8.00am – 12.00pm
Venue Great Southern Room, WA State Library
Provider Asialink Business, University of Melbourne
RSVP projects3@prc.wa.gov.au before Friday 29 Jan 4.00pm

Session #	Session Topic	Session Details
Session 1.1	Program Introduction	<ul style="list-style-type: none">▪ Welcome▪ Icebreaker▪ Why develop cultural intelligence?
Session 1.2	Frameworks and tools for understanding and working with Asian cultures	<ul style="list-style-type: none">▪ Cultural awareness activity▪ The MIS cycle▪ What is culture? Why is it important?
Session 1.3	Drivers of the Chinese mindset	<ul style="list-style-type: none">▪ Face▪ Hierarchy▪ Relationship building▪ Never say “no” directly▪ Other cultural drivers
Session 1.4	Cultural etiquette for engaging in China	<ul style="list-style-type: none">▪ Greetings▪ Meetings and formal discussions▪ Banquets and social settings▪ Gift giving
Session 1.5	Skills and strategies for enhancing cross-cultural engagement with China	<ul style="list-style-type: none">▪ Practice applying cultural intelligence▪ Strategies for effectively engaging with the Chinese culture▪ Case studies and scenarios relevant to the region
Session 1.6	Program action planning and summary	<ul style="list-style-type: none">▪ Summarise key learnings▪ Program close

Program Delivery Format

- Four hour face-to-face training workshop
- Utilise specific case studies and critical incidents for the Pilbara Region, providing examples of common challenging situations Councillors and staff may face in engaging with Asia and the practical steps they can take to overcome these challenges
- To progress their learning and understanding of key Asian markets, participants will receive an introduction to and a copy of an Asialink Business Country Starter Pack, a comprehensive and practical information guide covering economic, political, cultural, business, and regulatory and tax issues