

How to better understand German corporate culture

„It's the soft skills that create the hard facts.“

Susanne Kilian, UN interpreter – creator of the English Code



How can you make your communication with Germans more fun and considerably more successful?

When doing business with Germans, the following questions often arise:

- How can you gain trust and respect as a business partner?
- How formal/informal should you be?
- What are the expectations concerning timeliness and quality of work?
- How do the Germans approach project management, teamwork and hierarchies?
- Why does small talk seem to make them feel uncomfortable?
- Why are Germans so direct and to the point?

The German Code leads to smoother communication and more productive collaboration! It also provides revealing insights into how the mind understands language.

- What causes misunderstandings?
- Are they due to cultural differences or lack of language proficiency?
- Which strategies are effective in defusing misunderstandings?

The German Code:

Gain an eye-opening perspective on German and how culture affects the way you communicate. Develop customized time and money-saving communication strategies that contribute to mutual success.

“Ms Kilian's informative and amusing concept is highly inspiring and provided us with stunning insights into the peculiarities of communication.”

Michael Geier, Association of the International Club in the German Foreign Office

“Excellent success-focused training based on an efficient and unique concept.”

Volkmar Fritz (Head of Procurement KPMG AG Germany)

“I thoroughly enjoyed listening to her. The large audience was enthusiastic, captivated by her charm and humour.”

Gebhardt von Moltke (Chairman German – British Association)

DER SPIEGEL

November 19, 2012

One or the other faux pas

„...In almost every culture in the world, starting a conversation is like a dance. Whether you are negotiating the building of a factory, upgrading a hotel room or even trying to cut your debts.“

Wissen+Karriere

February 2011

How to be likeable

“UN interpreter Susanne Kilian comments on the German-international behaviour codes.”