



Asia-Pacific Management Consulting GmbH

Germany · China · India · Japan · Taiwan · Hong Kong · Korea · Southeast Asia



Seminar:

Working with Germans

Why use APMC for Asia Training Courses for your employees?

Who is Asia-Pacific Management Consulting GmbH (AMPC)?

Asia-Pacific Management Consulting GmbH (APMC) has supported German and European companies since 1997 to be successful in Asia. Our expertise comprises Management Consulting, such as marketing research, competitor analysis, strategy development & implementation, establishment of subsidiaries and plants, due diligence, as well as feasibility studies, search and selection of local partners, crisis management and negotiations with authorities and partners. In HR-Consulting we are specialized in recruitment and training of professionals and mid- to top-level managers for Asia – expats as well as locals.

Our clients are renowned multinationals such as Bertelsmann, Beck's Beer, Carl ZEISS, and innovative SME' such as Kammann Maschinenbau GmbH, Kathrein Werke, KNF Neuberger, Lindner Group, Staedtler, Vitakraft, Wieland Metall, Wiha Werkzeuge and more.

What differentiates APMC from other training providers?

- Our goal is to impart specific knowledge, which is crucial for business success in Asia and with Asian counterparts, to the participants of our seminars. Unlike most other providers of intercultural seminars, we do not hold strict cultural sciences presentations.
- We are THE Asia-Consultancy in Germany with in-depth, up-to-date practical experience from our daily project work with clients from different industries. Thus the participants of our training courses and seminars benefit from first-hand expertise, and learn tips & tricks, as well as best practices and specific advice on behavior, to facilitate successful interactions with Asian business partners and employees for the desired result.
- The participants who profit from our Asia expertise represent numerous industries and countries:
 - Industry Experience: Automotive, banking, building materials, chemical, electronic components, power industry, F&B, pumps & valves, measuring instruments, medical devices, FMCG, cosmetics, mechanical engineering, metal processing, multimedia, optical devices, fittings, fashion, telecommunication, textiles, etc.
 - Country Experience: China, Taiwan, Hong Kong, Singapore, Japan, Korea, India, Thailand, Malaysia, Indonesia, Vietnam
- Best practice examples, as well as examples of failed engagements in Asia are presented to illustrate chances and risks.
 - Most of our seminars are held by Dr Kuang-Hua LIN, CEO & President of Asia-Pacific Management Consulting GmbH. Dr Lin has lived in Germany since 1987. With frequent business travels to Asia, there are not many other trainers who can draw from such a rich pool of first-hand business experience in Asian markets and in Germany.

Clients' comments about our Asia Training Courses

"Especially impressive for me was the practical relevance. You notice immediately that Dr Lin uses his knowledge from his daily consulting experience. The numerous tips and practical examples are worth its weight in gold for every entrepreneur and manager who deals with China or Asia. The coaching was very helpful for me to get a better understanding about the Chinese and the reasoning behind their actions, which is mandatory for success in China. With this seminar Dr Lin has proven the competency of Asia-Pacific Management Consulting GmbH."

Andreas K. Burwick, CEO, Thinking Networks AG, Aachen

"Overall – Excellent"

"Excellent case studies and dealing with questions"

The workshop lives with the expertise of Dr Lin. One can feel that this is not only theoretical talk – The presented views are backed by professional experiences."

Bernd Dautel, Managing Director, Wieland Metals Singapore (Pte) Ltd., Singapore

- Excellent workbook
- Well balanced and explained details
- Excellent structure/topics
- Asians are not just Asians – some very important differences between Chinese, Koreans and Japanese
- Good basis to improve dealing with Asians
- The great know-how of Dr Lin in culture AND doing business was of great benefit. It was a pleasure to listen to and discuss with him

Wärtsilä Switzerland Ltd., Winterthur, Schweiz (Statements in anonymous feedback forms of our longtime seminar client)

"Very good speaker, extremely experienced"

"Further comments during the presentations of other speakers were very helpful"

Seminar "Compliance Management in China Business", Management Circle, Dr Lin as seminar leader and speaker.

"First and foremost, again thank you for your engagement, your ideas and the interesting overview of the Asian culture and business world! These two days, and the conversations during lunch-time with you and your staff, showed us many, many new perspectives! We have to, and will, reconsider several things we have heard from you. There were many suggestions, and now I am especially sensitized with respect to how Europeans deal with Asians (and vice versa)! Thank you for that! I guess I will think about you and the seminar many times when I work in Asia.

Philip Harting, Managing Director Asia, Harting KgaA, Espelkamp

| Seminar Title | Type of Training | Duration | Country Focus |
|---|---|---|--|
| Cultural Seminar | Seminar | 1-2 days | China, India, Japan, SEA, Korea, Asia in General |
| Culture & Negotiations | Seminar & Workshop | 2 days | China, India, Japan, SEA, Korea, Asia in General |
| Negotiation Workshop | Workshop | 1 day | China, India, Japan, SEA, Korea, Asia in General |
| Culture, Purchasing or Sales and Practical Exercises | Seminar & Workshop | 1-2 days | China, India, Japan, SEA, Korea, Asia in General |
| Export Seminar | Seminar | 1 day | China |
| Culture & Production in China | Seminar & Workshop | 2 days | China |
| Success in China | Seminar | 1-2 days | China |
| Preparation for Expat Assignments | Individual Coaching | 1-2 days | China, India, Japan, SEA, Korea, Asia in General |
| Preparation Tailored to Technicians and Engineers | Individual Coaching | 1 day | China, India, Japan, SEA, Korea, Asia in General |
| China Workshop: Establishment of a Branch or Production Facility in China | Workshop | 2 days | China |
| Successful Management of Subsidiaries in China | Seminar & Workshop | 1-2 days | China |
| Compliance Management for the China Business | Seminar | 1-2 days | China |
| Chinese Labor Law | Seminar | 1 day | China |
| IT-Connection China | Seminar | 1 day | China |
| Individual Strategy Workshop | Workshop | 1 day Training, 1 day Preparation | China, India, Japan, SEA, Korea, Asia in General |
| Management Development Training | Seminar, Workshop, Individual Discussion | 1-2 days | China, India, Japan, SEA, Korea, Asia in General |
| Management Development Training and Sales Training | Seminar | 2 days | China, India, Japan, SEA, Korea, Asia in General |
| Human Resources Workshop | Workshop | 1 day | China, India, Japan, SEA, Korea, Asia in General |
| Sales Training | Sales Training with Individual Customized Training Material / Assessment of Sales & Final Report / Individual Employee Assessment | 4 days Preparation + Customization of Training Material, 3 days Training, 6 days Assessment of Sales Efficiency & Final Report, 4 days Individual Employee Assessment | China, India, Japan, SEA, Korea, Asia in General |
| Working with Germans | Seminar | 1 day | For Asian Employees |

Sample Agenda: Working with Germans

1. Introduction

- The importance of this training/seminar
- The most common misunderstandings between Germans and Chinese
- Bible vs. Confucius: The fundamental differences in the cultural origins and their implications

2. Germans and Chinese: The fundamental differences

- Different attitudes to friends and family members
- Facts vs. relationships/friendships
- The different way of thinking
- The different ways of organizing and working
- The different attitudes to time

3. German business and company cultures

- The "German" characters
- Seriousness vs. Friendliness
- Engineers vs. Businessmen
- Quality vs. Service
- Different roles of managers and engineers
- Different ways to control and supervise employees
- Different mechanisms of decision making
- Role of women in German companies
- The separation of private and professional life

4. How to make friends and communicate efficiently with Germans

- Do's and Don'ts when you meet Germans for the first time
- Who is/are important? Who has/have power?
- Do's and Don'ts in small talks and conversations
- How to communicate with Germans efficiently
- Common misunderstandings while communicate with Germans
- How to make friends and gain trust?
- Business clothing, politeness and manners

5. How to work efficiently with German project leaders and colleagues

- German ways of scheduling, work planning and project management
- Work with project leader/work in a project team
- The importance of meetings, especially the kick-off meeting (first project meeting)
- Punctuality, reliability and the results
- How to "take" critics from Germans and how to react
- How to work with German colleagues
- How to convince Germans
- How to solve conflicts with Germans
- Example: Disputes between a German project manager and his Chinese engineer
- Example: Disputes between a German supervisor and his Chinese colleagues

6. Training in Germany: How to learn most efficiently from Germans

- The German way of training: The difference and what should you pay attention to
- Preparation needed before attending the training
- What to do if you do not understand
- Do's and Don'ts during a training
- How to work with your German trainer
- What to do after the training
- How to manage your time and life most efficiently during your training in Germany

7. Discussion, Q & A

- Group discussions
- Individual Questions and answers
- Possibility to ask questions in private

Request for Quotation

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Seminar topic: _____

Venue: _____

Desired seminar duration: _____

Desired seminar date: _____

Optional seminar date: _____

Est. number of participants: _____

Desired seminar topics & goals:

Your contact details:

Name: _____

Position: _____

Department: _____

Company: _____

Address: _____

Tel. no: _____

E-mail: _____

(Date)

(Signature)

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