



# Intercultural Coaching

GACC Midwest

## COACHING TOPICS

- Leading successful sales meetings
- Effective communication
- Confidence in international contexts
- Increasing intercultural competence
- Integration of German-American teams
- Conflict management
- Feedback methods

## ABOUT OUR WORKSHOP

Cultural differences between the US and Germany can be some of the most difficult to navigate, because they are often underestimated. To help facilitate the integration of employees and reduce barriers to success, we offer coaching services for intercultural teams and managers in a wide variety of situations.

### YOUR CHALLENGE TO SUCCESS

Integrating German or American employees into an international work environment is a challenging and complex task. From the first meeting with potential business partners, to the daily work of an established subsidiary, we have witnessed a great number of success stories, but there have been an equal number of challenges as well.

In order to ensure that our clients are effective in their multicultural world, we have created an intercultural workshop. Our bilingual trainers help clients develop essential cultural awareness and competencies by following a step-by-step model that integrates language learning with culture, personal development, and business skills.



## PHONE PREP

The 90-minute preparation phone conversation lays the groundwork for a custom workshop, tailored to your specific situations and goals. The call includes a discussion of the purpose of the workshop and how the exercises are designed to help you reach those goals.



## INTERCULTURAL WORKSHOP

Our intercultural workshops are a customized four-hour experience that help participants build their intercultural skills and competence. We will work through the challenges you face in an intercultural environment, and give you tools to deal with them effectively.



## IMPLEMENTATION AND FEEDBACK

Following the workshop, we will invite you to a 60-minute phone call in which we will discuss the effectiveness of the intercultural competencies practiced in the workshop. Based on our findings, we will answer any remaining questions about workplace behavior, and if necessary, discuss and recommend further solutions.

*"Being professionally assigned to a new country can be a challenge for the employer as well as the individual. The GACC Midwest team helped me a lot and showed great flexibility and openness to customize a training course that perfectly fit my needs. In a one-day training, the team provided me with a cultural training class, an introduction to the US labor laws and helped me to build networks with other German companies based in the greater Chicago area."*

*Thomas Pape, Supply Chain Manager, Lenze Americas*



### Contact Information

**German American Chamber of Commerce of the Midwest, Inc. / AHK USA-Chicago**  
DEinternational - Consulting Services of the German Chambers Abroad (AHKs)

#### Gerrit Ahlers

Vice President and Director, Consulting Services  
150 N. Michigan Avenue, 35th Floor, Chicago, IL 60601  
Tel.: +1 (312) 585-8345 | Fax: +1 (312) 644-0738  
Email: [ahlers@gaccmidwest.org](mailto:ahlers@gaccmidwest.org)

Start today!