

# Cross-cultural Competence

August 27<sup>th</sup> to August 28<sup>th</sup> 2012

Venue: Gustav-Stresemann-Institut e.V., Langer Grabenweg 68, 53175 Bonn

## Preliminary Schedule

### Monday, August 27<sup>th</sup> 2012

- 10.00 a.m.     **Welcome, organizational details,**  
*Dr. Gabriele Althoff (international DAAD-Academy)*
- warm up exercises**
- 10.30 a.m.     **Communication in an intercultural world**
- Introduction
  - Psychological perspective on intercultural contact
  - Discussion of new approaches in intercultural communication
- 11.15 a.m.     **Break**
- 11.30 a.m.     **Negotiation and decision making in intercultural contexts**
- Comparison of negotiation styles across cultures
  - How culture influences decision making
  - Exercises
- 1.00 p.m.      **Break**
- 2.00 p.m.      **Motivating and leading across cultures**
- The role of culture in the motivational process
  - Example: Islamic work ethic
  - Cross-cultural research on leadership (GLOBE-Project)
- 3.30 p.m.      **Break**
- 4.00 p.m.      **Working in multi-cultural teams**
- Successful multi-cultural teams
  - Strategies for conflict resolution
  - Case work
- 5.45 p.m.      **Results of day**
- 6.15 p.m.      **End of first day**
- 7.00 p.m.      **Get together at GSI**

**Tuesday, August 28<sup>th</sup> 2012**

- 9.00 a.m.      **Feedback and questions of the group**
- 9.15 a.m.      **Improving intercultural business relations**
- Competent face work
  - Cultural differences in self-disclosing
  - Ethical dilemmas in intercultural situations
  - Intercultural learning
- 10.30 a.m.      **Break**
- 10.45 a.m.      **Critical incidents and case examples**
- 12.30 a.m.      **Results of the day and participants feedback**  
*Dr. Gabriele Althoff (international DAAD-Academy)*
- 1.00 p.m.      **End of seminar**

**Lecturer:**

**Dr. Gertraud Kinne**  
**Psychologist, Cross-cultural trainer**

Dr. Gertraud Kinne is a trained psychologist (Ph.D.) with international experiences and offers cross-cultural training for organizations and companies as well as university seminars focusing on cross-cultural communication. From 2006 to 2008 she worked as a faculty member in the Psychology and Counseling Department at United Arab Emirates University in the Arab Emirates. In addition, she managed the project "Intercultural competence for students", supported by the German Academic Exchange Office (DAAD) in the years 2009-10. Dr. Gertraud Kinne is a member of SIETAR Europe (Society for Intercultural Education, Training and Research).

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