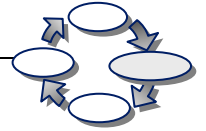


## Outline, day 1

9.00 am	<p>Warm-up</p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Presentation of outline</li> </ul>
9.15 am	<p>Culture and its imprint</p> <ul style="list-style-type: none"> <li>• Culture as backpack</li> <li>• Stereotype and Preconception</li> <li>• Unpacking the backpack: What am I bringing to India?</li> <li>• Culture and its different layers</li> </ul>
10.30 am	Coffee break
11.00 am	<p>Facts and Figures: India – a region of contrast</p> <ul style="list-style-type: none"> <li>• Geographical and historical overview</li> <li>• Regional differences</li> <li>• Religious diversity and beliefs</li> <li>• Concept of culture in India</li> </ul>
12.30 am	Lunch break
2.00 pm	<p>Details: Hinduism</p> <ul style="list-style-type: none"> <li>• Caste system, concept of karma, inequality and justice</li> <li>• Caste system and business life</li> <li>• Arranged marriages and individual freedom</li> </ul>
2.30 pm	<p>Details: Tradition and modernity</p> <ul style="list-style-type: none"> <li>• „Cultural code-switching“: Being both</li> <li>• How to interpret critical situations</li> </ul>
3.00 pm	Coffee break
3.15 pm	<p>India on the move:</p> <ul style="list-style-type: none"> <li>• Globalisation and its impact</li> </ul>
4.00 pm	<p>First time in India: What to do?</p> <ul style="list-style-type: none"> <li>• Arrival and transport</li> <li>• Accommodation and organisation</li> </ul>
4.30 pm	Coffee break
4.45 pm	<p>Getting around in India</p> <ul style="list-style-type: none"> <li>• Food and beverages</li> <li>• Daily life</li> <li>• Poverty</li> </ul>
5.45 pm	Wrap-up
6.00 pm	End, day 1



## Outline, day 2

9.00 am	<p>Warm-up</p> <ul style="list-style-type: none"> <li>• Looking back on day 1</li> <li>• Presentation of outline for day 2</li> </ul>
9.30 am	<p>First Contact</p> <ul style="list-style-type: none"> <li>• First impression</li> <li>• Indian names and titles</li> <li>• Greeting and Introduction</li> <li>• Dress Code</li> <li>• Invitations and gifts</li> <li>• Small-Talk</li> </ul>
10.30 am	<p>Coffee break</p>
11.00 am	<p>Interaction with Indian partners and colleagues</p> <ul style="list-style-type: none"> <li>• Preparation and planning</li> <li>• Establishing relationship</li> <li>• Knowledge-transfer</li> <li>• Leading teams</li> <li>• Cooperation and conflict</li> <li>• Decision-making</li> <li>• Problematic interactions</li> </ul>
12.30 am	<p>Lunch break</p>
2.00 pm	<p>Details: Communication</p> <ul style="list-style-type: none"> <li>• Direct and indirect communication in India</li> <li>• Interpretation of different communication styles</li> <li>• Using different communication styles</li> </ul>
3.45 pm	<p>Coffee break</p>
4.00 pm	<p>Assessment and evaluation of cultural similarities</p> <ul style="list-style-type: none"> <li>• Assessment of similarities across cultures</li> <li>• Development of acting strategies to strengthen similarities</li> </ul>
4.45 pm	<p>Assessment and evaluation of cultural differences</p> <ul style="list-style-type: none"> <li>• Identification of personal challenges</li> <li>• Development of bridging strategies</li> </ul>
5.30 pm	<p>Wrap-up and feedback</p>
6.00 pm	<p>End</p>