

## Working Productively with India: Navigating Strategic and Cultural Challenges

### Why India:

- India is a major player in the global economy, ranking as the 5th largest in the world.
- India's expansive business opportunities across various industries and vast pool of talented professionals at cost-effective prices make it a strategic choice for rationalizing your global operations.
- India's rapidly growing industrial and consumer markets present significant opportunities for companies to sell your goods and services.

### What are the Key Challenges:

Working with a team in India can present a range of challenges at both the strategic and tactical levels. These challenges may include:

- Difficulty in building a shared understanding of cultural norms, which can impact the ability to fully understand and fulfill project requirements and tasks.
- Miscommunication resulting from lack of shared assumptions, mismatch of expectations, different candor in admitting and addressing issues, and differences in English proficiency.
- Conflict between task-centric and relationship-centric workplace attitudes, making it difficult to build long-term, trusting relationships.
- Cultural differences in national educational systems and learning styles can impede successful knowledge acquisition or transfer.
- Absence of a mutually accepted global team operating manual and best practices for productive teamwork in a virtual work environment.

### Expected Learning Outcomes:

- Gain a strategic understanding of the cultural diversity factors in India and how they can impact your global involvement.
- Do a root cause analysis to identify and address effective communication issues.
- Learn to enhance skills in building both short-term and long-term trusting relationships.
- Understand the importance of having an operating manual for global teams that outlines best practices and efficient practices for project planning and execution, clear communication channels, transfer of knowledge, virtual and in-person communication, and conflict resolution.

### Our Solution:

Cultural Savvy is excited to offer a two-hour, immersive learning experience that will familiarize you with Indian business culture and the challenges of working collaboratively in this diverse and complex environment. This virtual workshop is suitable for all levels of an organization that works with India, including corporate executives, HR managers, L&D leaders, and team leads.

The workshop will be led by Dr. Bidhan Chandra, our India Practice principal coach and consultant with over two decades of experience in India-related coaching, consulting, and training.

The monthly open enrollment sessions will be conducted on Zoom, with a maximum of 12 attendees per session. Companies can also send their key employees to any open session or request a private, exclusive session for their own employees. All sessions will begin at 10.00 AM Pacific or 1.00 PM Eastern. The program fee is \$250 per participant per session.

**Please contact us for the workshop SCHEDULE**

For registration and further details, please contact Joyce Millet, President, Cultural Savvy, [info@culturalsavvy.com](mailto:info@culturalsavvy.com)