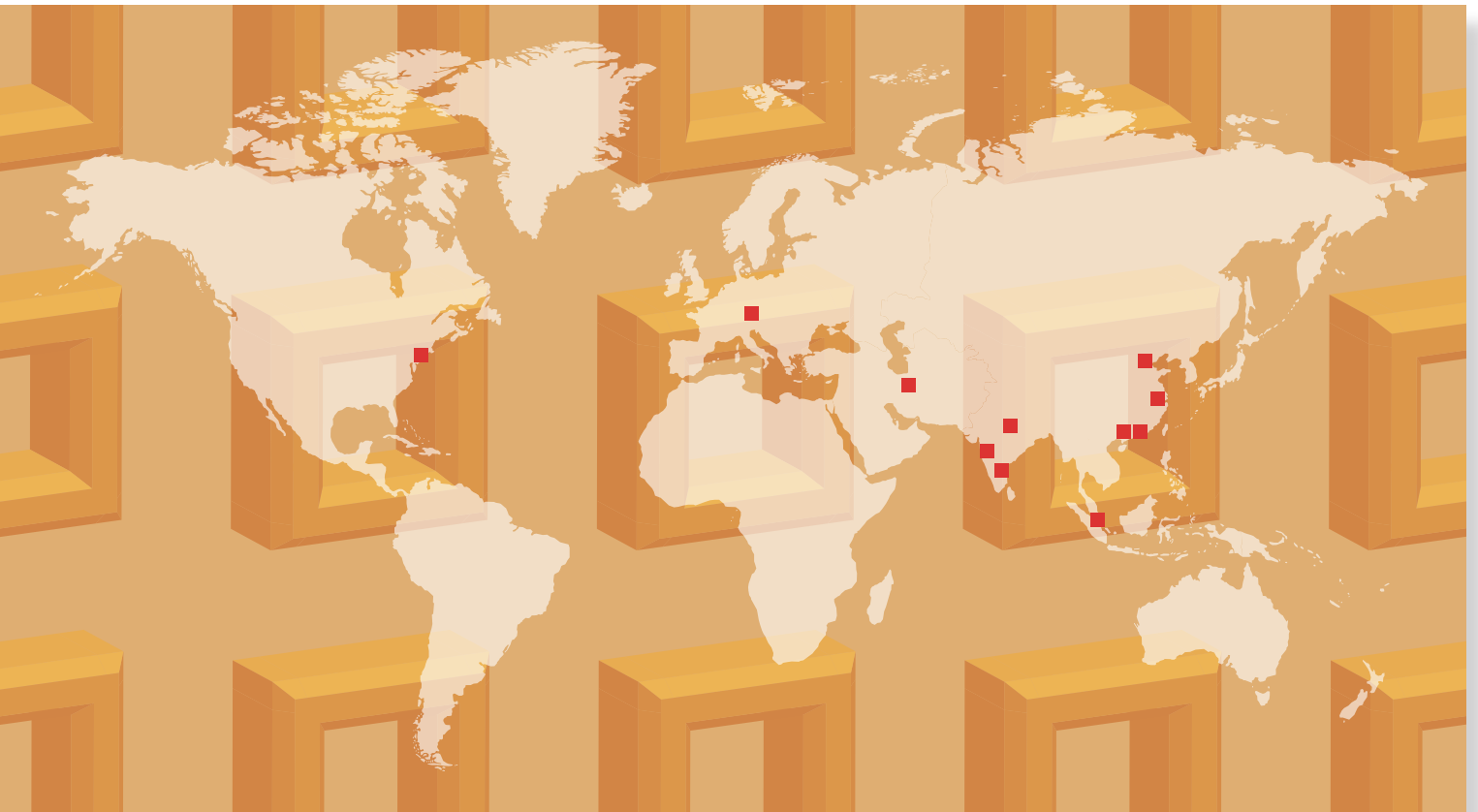


THE WORLD OF **AT**Consult
TRAINING FOR INCOMINGS






Experts in International Business Development

ATConsult



ATConsult is a global consulting firm with more than 10 years of experience in various markets. With its headquarters in **Vienna** and **New York**, and together with strategic partners in **China** (Beijing, Shanghai, Shenzhen and Hong Kong), **India** (Chennai, New Delhi and Mumbai) and **Singapore**, **ATConsult** is a truly global network, which stands out among its competitors due to its extensive world-wide experience, expertise and specific know-how of diverse markets. Through its unique network **ATConsult** can offer top consulting and training services to companies worldwide.

ATConsult has been the partner of many Austrian and international companies on their way to foreign markets – we possess extensive knowledge particularly in the following areas:

-  INTERNATIONAL MANAGEMENT CONSULTING
-  CROSS-CULTURAL MANAGEMENT SERVICES
-  MATCHMAKING SERVICES

The advantage of the **ATConsult Intercultural Training** is that you do not get a standardized solution, but rather one that is adapted to your business culture and target markets. Intercultural Training for Incomings to Austria is offered for people from the Arabic Countries, China, India, the CEE, and Russia as well as the Ukraine, the USA, and is also available for Japan, Korea, and Turkey.

You obtain the necessary know-how to communicate in Austria, the Austrian way of presentation, sales and negotiations, as well as Austria's management style.

We are proud of our references (selection):

Austrian Business Agency (ABA) | AT&S | Audi | Austria Tabak | Bundesministerium für Wirtschaft und Arbeit | Campus02 | Carl Duisberg Centren (CDC) | Continental | European Commission | Frauenthal | Linnemann Schnetzer | Lufthansa | MCI | OMV | Pharmacia | Schwarz & Rohde | Styria Federn | Voest Alpine | Volkswagen | Zizala Lichtsysteme ZKW | Wirtschaftskammer Österreich | Wirtschaftsuniversität Wien

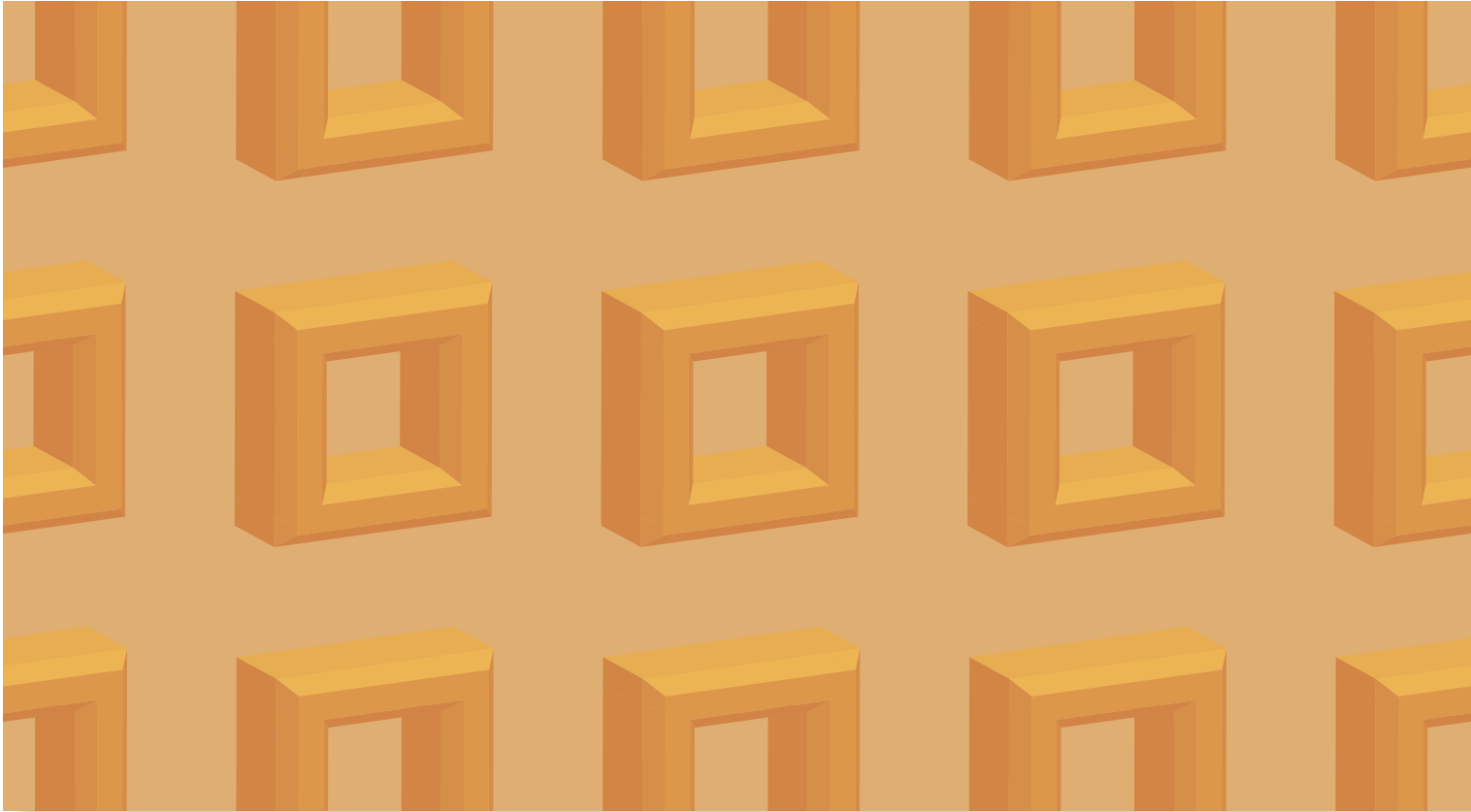
TRAINING FOR IN-COMINGS TO AUSTRIA

The training for in-comings to Austria covers the following fields and can be changed and adapted according to your needs:

- ✓ INTRODUCTION TO/GENERAL OVERVIEW OF AUSTRIA
- ✓ VALUES AND NORMS IN AUSTRIA/CULTURAL DIFFERENCES
- ✓ CULTURE ASSIMILATOR EXERCISES – RECOGNIZING CULTURE SPECIFIC PATTERNS/PROBLEM-SOLVING STRATEGIES
- ✓ COMMUNICATION
 - ✓ COMPARISON OF THE LANGUAGE (LANGUAGE SYSTEM)
 - ✓ COMMUNICATION PATTERNS
 - ✓ NON-VERBAL COMMUNICATION (E.G. GESTURES, ETC)
- ✓ SOCIAL LIFE IN AUSTRIA (CUSTOMS, PRESENTS, EVENTS, FRIENDSHIP, ETC.)
- ✓ COMPANY FORMATION/GENERAL DIFFERENCES IN LEGAL SYSTEMS
- ✓ INDUSTRIAL PROPERTY RIGHTS IN AUSTRIA
- ✓ IMMIGRATION LAWS IN AUSTRIA
- ✓ WORKFORCE AND LABOUR LEGISLATION IN AUSTRIA
- ✓ MARKETING AND SALES IN AUSTRIA
- ✓ INTERCULTURAL MANAGEMENT
- ✓ INTERCULTURAL TEAMWORK

Through lectures, case studies and group exercises relevant aspects of Austria will be analyzed. Motivational drivers, unclear behavioural signals, and concrete issues/problems brought forward by the participants will be discussed. Once again, the training program will be fully adapted to the demands of a client company.

ATConsult cares about your business in Austria!



AT Consult



ATConsult

Naaffgasse 8, 1180 Vienna, Austria

Tel +43-1-479 46 58-35 Fax +43-1-479 33 65-37

vienna@atconsult.com www.atconsult.com