

by Anna Skocz



COOPERATION

via networking
via intercultural communication
via future planing



Co-funded by
the European Union



Plan of the day



Part 1

NETWORKING- what is it?

Part 2

INTERCULTURAL
COOPERATION- in practice

Part 3

FUTURE PLANS - what can we
do together?

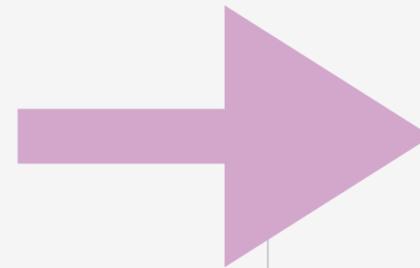
Part 4

Evaluation

Part 1- NETWORKING

what is this?

NETWORKING



A strong and long-term relationship is based on
commitment,
respect,
openness, but also
shared **values.**

a business relationship that is established for the purposes of
collaboration,
possible **exchange of knowledge** or
sharing of skills.

It is a form of **closer, trusting friendship** in which both parties benefit and achieve their goals.

Part 1- NETWORKING



what is this?

not the quantity, but the
quality of the network built,

conception is one of the
cheapest ways to grow

should be based on **naturalness** and **sincerity**
on **complete trust and cooperation**

Building relationships with
such people is based on
being **regular** and **bold in**
asking questions,
exchanging views and then
maintaining those
relationships

the aim is to create a **circle** to talk to, **work with**,
complete tasks and broaden one's horizons.

long-term process that
requires **patience** and
diligence

extremely **important step** towards the
development of the whole company and
its employees

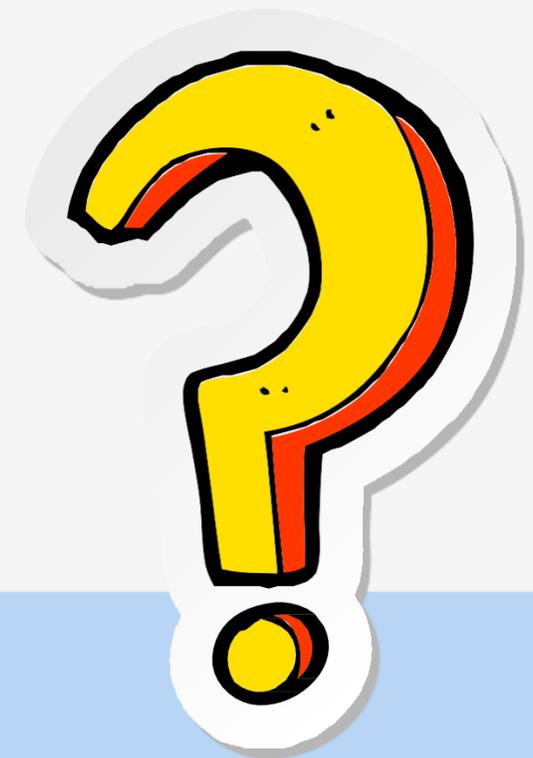
is a **quick** and **inexpensive**
way to **new skills and**
knowledge.

breaks at conferences, training courses and after
parties

*Open Space Technology



How do you practice networking in your country?



Put your LinkedIn profile in the word file!

Part 2- INTERCULTURAL COOPERATION

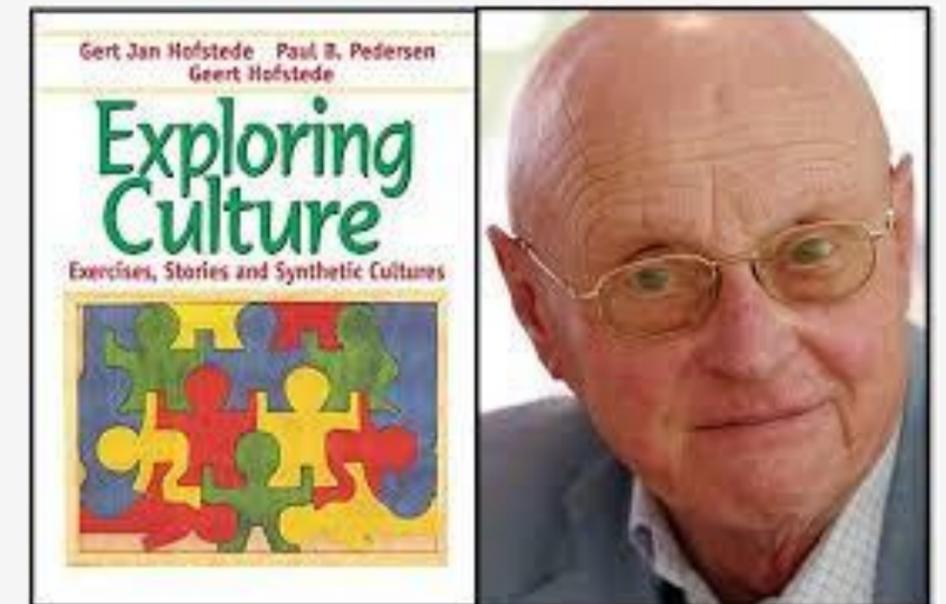
challenges and benefits

Power Distance

Individualism vs collectivism

Masculinity vs. femininity

Uncertainty avoidance



by Geert Hofstede

source: Celarly Cultural <https://clearlycultural.com/>

Part 2- INTERCULTURAL COOPERATION



challenges and benefits

Power Distance- the extent to which the less powerful members of organizations and institutions accept and expect that power is distributed unequally.

Germany 35
Poland 68
Kenya 64

Individualism vs collectivism - societies in which the ties between individuals are loose: everyone is expected to look after him/herself and his/her immediate family.

Germany 67
Poland 60
Kenya 27

Part 2- INTERCULTURAL COOPERATION



challenges and benefits

Masculinity vs. femininity- refers to the distribution of roles between the genders; male values: assertive and competitive, materialism/material success, self-centeredness, power, strength, and individual achievements.

female values: modest and caring (+harmony)

Germany 66

Poland 64

Kenya 41

Uncertainty avoidance - deals with a society's tolerance for uncertainty and ambiguity.

Germany 65

Poland 93

Kenya 52

What helps me in intercultural cooperation?



What disturbs me in intercultural cooperation?



Part 3- FUTURE PLANS

why?

10 Benefits of Effective Planning

1. Increases Proactivity

- invites proactive behavior by empowering team;
- with shared ownership team members are inspired to act

2. Enhances Focus

- proper planning ensures that individuals, teams, and organizations remain focused on their objectives,

3. Fosters Teamwork

- the more they collaborate towards a shared goal, the stronger they become as a unit.

why?

4. Improves Risk Management

- helps to foresee potential challenges and proactively devise strategies to tackle them.

5. Enforces Decision Making

- a well-structured plan provides the benchmark for all decisions.
- brings decision discipline.

6. Inspires Greater Achievement

- inspires and motivates

why?

7. Optimizes Resource Allocation

- how to optimize allocation of resources

8. Stimulates Creativity

- studies have shown that creativity flourishes under constraint. Those actively engaged in planning may find their creative thinking and innovative problem-solving skills heightened.

9. Reduces Stress

- minimize uncertainty and keep teams on track, reduce stress, and prevent feelings of overwhelm.

why?

10. Amplifies Success Rate

- increases the probability of a team or organization of achieving a goal.

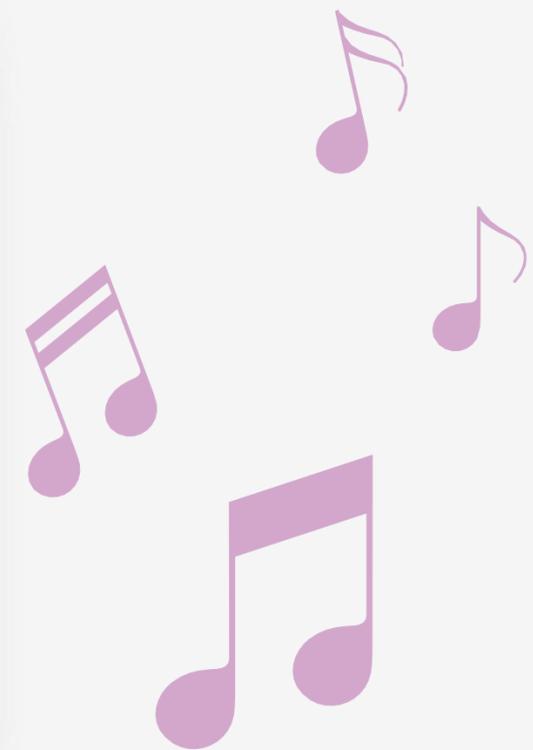
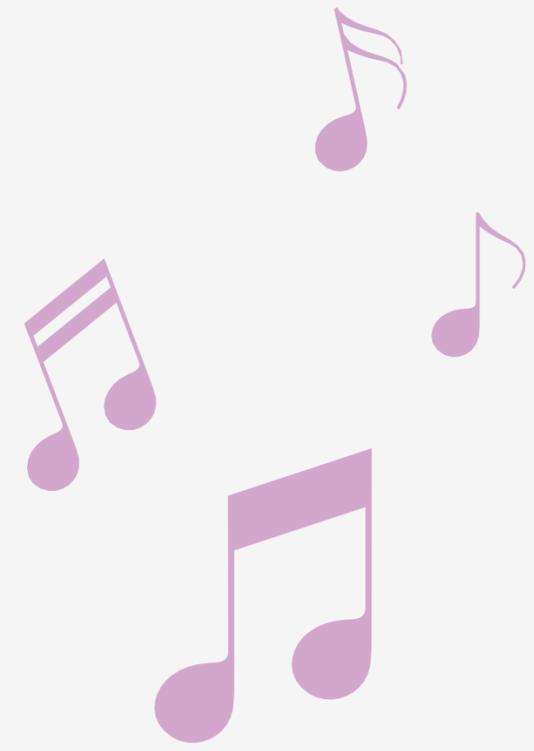
The Secret to Effective Planning? Put It in Writing.



by documenting your goals and plans, you can increase your likelihood of success by a staggering 42%.

What can we do together?





Evaluation

