COACHING FOR INTERCULTURAL TEAMS & MANAGERS

Cultural differences between the US and Germany can be some of the most difficult, precisely because they are often underestimated. To help facilitate the integration of employees and reduce barriers to success, we offer coaching services for intercultural teams and managers in a wide variety of situations.

YOUR CHALLENGE TO SUCCESS
Integrating German or US employees into an international work environment is a challenging and complex task. From the first meeting between potential business partners, to the daily work of an established subsidiary, we have witnessed a great number of success stories, but there have been an equal number of challenges as well.

“As the US subsidiary of a German company, we often face communication challenges with our head office. Having an intercultural training session with GACC Midwest has brought our local management team to a new level of awareness on how to give or receive messages from HQ, how to prepare, communicate or understand a plan, and how to deliver a compelling argument in a presentation. Virginia Rounds is an engaging speaker and an excellent facilitator, leading good discussions and very effective training sessions.”

Pablo Silber, General Manager, GELITA USA Inc.
ABOUT THE TRAINER

Gerrit Ahlers is Director of Consulting & Corporate Development Services at GACC Midwest. Since joining GACC Midwest in 2015 he has supported numerous German companies on various projects, and has witnessed - and helped correct - innumerable forms of miscommunication.

Before joining GACC Midwest, he worked for a German consulting agency and established their U.S. presence. His experience has been critical in assisting German small and midsize companies when entering the U.S. market.

Intercultural competence in

⇒ International Teams
⇒ Work successful internationally
⇒ Work effectively with Americans
⇒ Work effectively with Germans
⇒ Working Abroad
⇒ Develop Intercultural Competence

OUR STRONG NETWORK

For more than 50 years, GACC Midwest has assisted German companies in meeting their US market entry needs. Our many years of experience and broad industry knowledge enable us to contribute long-term to your company’s success.

Our intercultural, bilingual team of GACC Midwest has a comprehensive knowledge of international business strategies and knows the in’s and out’s of both the US and German markets.

Additionally, our customers benefit from our broad, transatlantic membership network filled with experienced industry professionals.

Contact Information

German American Chamber of Commerce® of the Midwest, Inc. / AHK USA-Chicago
DEInternational – Consulting Services of the German Chambers Abroad (AHKs)

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Get in touch with us today!

BETTER INTEGRATION AND COMMUNICATION IN INTERNATIONAL TEAMS

All programs provide participants with concrete recommendations for more effective communication, and can be customized to meet your needs.

Coaching for American executives who will be working with German companies

We provide a 90-minute overview of some of the key differences that are most commonly experienced in a business environment. Topics include meetings, presentations, decision making, manager-subordinate relationships, socializing with clients and colleagues, and more. Regional differences within the target country are addressed as well. These sessions can be done in person or over the phone.

Coaching for German executives in the US

For German executives already working in the US we provide customized programs based on their experiences so far. Topics depend heavily on the responsibilities of the person; performance reviews and feedback are areas rife with misunderstandings, and we often recommend including them. Sessions typically run 90 minutes to 3 hours, depending on specific needs and target areas.

Coaching for mixed groups of German and American employees

For mixed groups of German and American employees we focus on the actual experience of the employees. Sessions typically cover “common” courtesies including greetings, showing respect, decision-making, feedback styles, socializing, jokes and humor, customer management, and other areas as needed. In a group setting, the trainer focuses on eliciting information and explanations from the participants wherever possible, so that they take an active role. These sessions range from 90 minutes to a full day.