

Cross-Cultural Business and Consultancy Skills for International Lawyers

Dates: 21-22 November 2015

Venue: Centre for Commercial Law Studies, Lincoln's Inn Fields

Time: 9.30am to 5:00pm on both days

***Full time attendance on both days is a must**

Course Fee: £30 for both days

Registration: On or before 14th November 2015

The number of places is limited. To register please use the QM e-shop

This two day workshop is open to Queen Mary School of Law postgraduate students only.

"This two-day master-class is essential for international lawyers and will provide cross-cultural understanding and practical consultancy skills necessary for those working in the legal field providing advice and support for clients across the globe."

For an international lawyer, cross-cultural competence is critical to professional success because in the coming years the businesses and organisations most likely to experience sustained growth are those that carry out work on an international basis, and who develop a set of strategic skills to master business across many different cultures. According to a recent Accenture study productivity in businesses can be raised by 30 percent through optimising cross-cultural skills in their staff. Clearly, legal firms need employees who are globally minded and who have the skills necessary to operate successfully on an international level. To develop these now is an investment in the future that can also help during the selection process.

According to Professor Geert Hofstede, the founder of comparative intercultural research, culture is the "the software of the mind," set against the "hard wiring" of genetic development. Without knowing, we are all influenced by the culture in which we have been raised and this influences our business dealings and relationships with others. Although it is not possible to master all of the diverse customs and cultures of the various regions of the world, as a modern-day lawyer during a period of globalisation, it is important to develop an awareness of international business etiquette and to

understand that what may be considered perfectly acceptable and natural in one country can be confusing or even offensive in another.

Objective

The primary objective of this two-day master-class is to develop your awareness of culture-general competencies (ie the skills and knowledge that allow adaptation and interaction in any culture), that will help you to operate successfully in any cultural environment.

The secondary objective is to raise your awareness of relevant existing literature and research carried out in the field of cultural anthropology, reviewing selected frameworks developed to identify and understand the different cultural types globally, which can then be applied within a business context.

Approach

- Short, focused and informative lectures
- Facilitated discussions with key learning points
- Mixed group work with feedback
- Experiential learning exercise – ‘know yourself’
- Role plays to practice, observe and analyse real-life cultural dilemmas
- Film clips to explain certain concepts in a more engaging way
- Related learning tips

References

1. Rasmussen, L. J., & Sieck, W.R. Culture-general competence: Evidence from a cognitive field study of professionals who work in many cultures. *International Journal of Intercultural Relations* (2015), <http://dx.doi.org/10.1016/j.ijintrel.2015.03.014>
2. Trompenaars, F. & Hampden-Turner, C., *Riding the Waves Culture: Understanding Cultural Diversity in Business*, EBSCO Publishing: eBook Academic Collection (EBSCOhost) (2015)
3. Hofstede, G. (2011). Dimensionalizing Cultures: The Hofstede Model in Context. *Online Readings in Psychology and Culture*, 2(1). <http://dx.doi.org/10.9707/2307-0919.101>

About the Tutor

Zaheer Hayat –



International Management Consultant. Zaheer is trilingual and graduated with an MBA degree from Nottingham University Business School in 2010. He is a seasoned business professional with extensive strategy, programme and performance management experience and expertise, and has a successful track-record of leading and delivering international strategic change programmes, for clients within both the private and public sectors. Zaheer has worked in more than 15 major cities across four continents, including; Europe, America, Asia and the Middle East. He has nine years public-sector industry experience in financial services and twenty years in management consulting within the private sector, including five years with a Big4 consulting firm based in London. His training, coaching and mentoring experience spans some twenty years and Zaheer has delivered numerous business consulting skills workshops internationally during his varied career.

How to Book

Please note that this event is open to Queen Mary School of Law postgraduate students only. To register, please visit the Queen Mary e-shop. The registration fee for this event is £30. Please let us know if you have any mobility requirements so that we can make the necessary arrangements.

Contact

For more information, please contact Pippa Heath on p.heath@qmul.ac.uk