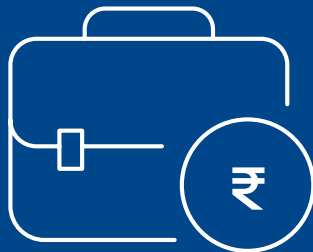


**ASIALINK
BUSINESS
ACADEMY**

DOING BUSINESS SERIES



INDIA

ADVANCED LEVEL

ACCELERATE YOUR

Business in India



Accelerate Your Business in India

India is the world's largest democracy and one of Asia's two "giants" in terms of fastest-growing economies. The Australia-India Economic Cooperation and Trade Agreement (ECTA) gives Australians a foothold in this rapidly expanding market, which offers numerous business and investment opportunities.

Enterprises in Australia that want to unlock or expand their operations in a market of nearly 1.5 billion consumers must develop enhanced capabilities to navigate the local business landscape.

This program helps you conduct business, expand your capabilities to engage meaningfully, communicate effectively, and maximise commercial results with Indian stakeholders.

Who should attend?

- Exporters
- ASX Listed organisations
- SMEs
- Professional services organisations
- Federal, state or local governments

Program Details

DURATION



8 hours

FORMAT

This program is available in two formats:



Online
in modular
format



Onsite
in an intensive
1 day format

PRICE



Programs are designed for groups.
Please contact us for program price.

Key takeaways



Build critical capabilities for long-term interaction with your Indian stakeholders.



Develop and apply tools and approaches that aid in the development of trust and relationships with your Indian stakeholders in both face-to-face and virtual working contexts.



Improve your communication skills and build a toolset for working effectively with Indian stakeholders.



Connect with local state and / or federal government leads to continue your discussions about engaging with Indian stakeholders.

Topics covered

1.

Understanding Indian business culture

- Intercultural perspectives on Indian society, context, and culture.
- Indian key business cultural drivers - “the why behind the behaviour.”
- Practical cultural concepts that influence business interactions with Indian stakeholders.

2.

Building trust and relationships with Indian stakeholders

- Managing challenges when engaging Indian stakeholders and project teams (hierarchy, communication).
- Establishing credibility and fostering trust both virtually and in person.

3.

Enhancing communication and collaboration with your Indian stakeholders

- Creating a cross-cultural communication toolkit for virtual and in-person meetings.
- Strategies for bridging cultural gaps in team collaboration with Indian stakeholders.

4.

Strategies for success in India

- Understanding the critical success factors for advancing your India strategy.

Learning methods

- **Expert speakers** with deep market experience and expertise.
- **Business case studies** sharing examples of successful strategies for India.
- **Practical application** of engaging content and frameworks relevant to your context.
- **Interactive & peer-learning activities** encouraging networking, insight sharing, and mentoring to build a community with a collective and ongoing interest.

About the Asialink Business Academy

The Asialink Business Academy offers programs that transform skillsets and mindsets, building practical skills and connections to grow your business in Asia.

The Academy is part of Asialink Business, Australia's National Centre for Asia Capability.

Contact us

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