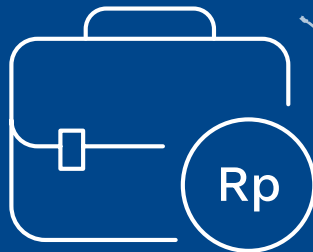


**ASIALINK
BUSINESS
ACADEMY**

DOING BUSINESS SERIES



INDONESIA

ADVANCED LEVEL

ACCELERATE YOUR

Business in Indonesia



Accelerate Your Business in Indonesia

Indonesia is an emerging Asian giant. It is the largest economy in Southeast Asia and, by some estimates, will be the world's fifth-largest economy by 2030.

The Indonesia-Australia Comprehensive Economic Partnership Agreement (IA-CEPA), entered into force on 5 July 2020, creates a framework for Australia and Indonesia to unlock the vast potential of the bilateral economic partnership, fostering economic cooperation between businesses, communities and individuals.

This program provides an opportunity to expand your knowledge of how to conduct business, build capability to engage meaningfully, and maximise business outcomes with stakeholders in Indonesia.

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 Indonesian stakeholders.



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



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



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

Topics covered

1.

Understanding Indonesian business culture

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

2.

Building trust and relationships with Indonesian stakeholders

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

3.

Enhancing communication and collaboration with your Indonesian stakeholders

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

4.

Strategies for success in Indonesia

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

Learning methods

- **Expert speakers** with deep market experience and expertise.
- **Business case studies** sharing examples of successful strategies for Indonesia.
- **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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