



Seminars KGCCI

October 2016 – February 2017



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OPEN SEMINARS

GROUP-COACHING - Power to Lead Across Cultures

Date: 10 November 2016 (Thu)

Time: 14:00 - 18:00

Location: KGCCI (7th Floor)

Target Group: Global Executives and Leaders in Korea

Language: English

Global leaders gain valuable insights through shared wisdom, so they can maximize their leadership potential and transform their organization in Korea.

Group coaching is successful method that uses the experience and skills of every participant to solve leadership issues. This Group coaching allows everyone to bring forth their own questions and to find answers through the collective wisdom of participants from different industries. Coach Isabelle Min facilitates this process by providing structure and by creating a safe environment.

As a multi-cultural, multi-lingual executive coach, Isabelle Min works with leaders, teams, and individuals from around the world to yield desired results and insights.

Isabelle designed “Power to Lead Across Cultures” to facilitate insightful conversations to support leaders gain clarity, share wisdom and strategize actions. The four hour session is structured to bring out essential discussions, expand perspectives and generate strategies to motivate, empower and communicate with Koreans to yield maximum results.

In particular, Isabelle supports an individual’s leadership transition to a new work environment by listening beyond what’s being said and focusing on the underlying dynamics of people, teams and organizations.

Isabelle catalyzes transformation applying her:

- Cross-cultural & multilingual upbringing
- Three decades of experience working and leading in multinational and local companies
- ICF certified coach with 13 years of executive coaching history
- 5 years of leadership assessment as a certified professional assessor
- 10 years of Non-violent Communication (NVC) for communication and conflict mediation

Since 1999 she developed and facilitated programs in Korea, USA, China, Malaysia, Belgium and Germany for multinational corporations, schools and expat communities.

Isabelle is a Third Culture Kid (TCK) who spent her formative years living in six countries speaking Korean, English, Italian, Portuguese and French. With a career history that includes public relations, marketing, broadcasting and simultaneous interpretation, she represents the Transition Catalyst Korea Institute (www.tck.or.kr)

Session fee: KRW 400,000 + VAT for members, KRW 450,000 + VAT for non-members

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

WORK, LEAD & COMMUNICATE SUCCESSFULLY WITH KOREANS

Date: tbd

Time: tbd

Location: KGCCI (7th Floor)

Target Group: Germans Working & Living in Korea

Language: English

This Program has been developed focusing on the psychological ideologies of Koreans and how they have continued to flow throughout the different generations, shaping certain characteristics in life styles of Koreans. Since what appears on the surface is not all, we show how to be aware of the collective unconsciousness of Koreans and their common inclinations, suggest a perspective and a future direction in order to effectively transform the organizational cultures currently facing the foreign leaders. The session content is directly connected to the influences affecting newness, based on these influences we will discuss how they appear in the society and corporate organizations with case studies and participants' real life experiences.

Unwha Choi-Founder/CEO MindsGroup

Unwha is a consultant and trainer in organizational change management and cross-cultural communication. Her extensive experience for over a decade in various industries and business fields provide a unique background and insight to leaders and employees working in global corporations. Unwha spent her growing years following her father's career in Panama, Norway, the UK and the USA. She graduated from Yonsei University and Graziadio School of Business and Management, Pepperdine University. After living and working in the U.S. she returned to Korea and found MindsGroup in 2000. Unwha's mission as a consultant and trainer is to be a communicator.

Session Description

Part I (120min.) Understanding Korea & Koreans

Goals of the Session

- Understand Korean psychological ideologies & main influences shaping the Korean mindset, behavior and ways of communication.
- Understand culture & sub-culture; group consciousness & unconsciousness

Theme topics (lecture & open talks):

- Define Culture, Cultural Essence & Universality
- Five Main Cultural Forces Shaping the Korean Mindset
- A Glimpse into Contemporary Korean Society

Part II (150min.) _ Working & Leading Effectively at Global Companies in Korea

Goals of the Session:

- Understand how to guide yourself in leading and communicating with Korean employees
- Catch a sight of Korean culture manifested in global organizations
- Obtain independent ability to successfully build an effective organizational culture

Theme topics (lecture & group discussion):

- Define Global Direction & Universal Reason
- Reflection on the Current Leadership & Communication (issues & challenges)
- Analyze Actual Situations at Global Companies and Search for Applicable Solutions
- Reflect upon the Korean and German Approach to work
- Korean Values in the Age of Globalization

Session fee: KRW 700,000 + VAT

Materials: Presentation slides & participants' real-life cases

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

INTERCULTURAL WORKSHOP FOR KOREANS

„독일인과 한마음으로 일하는 방법“

Date: 17 November 2016 (Thu)

Time: 13:30 - 18:30

Location: KGCCI (7th Floor)

Target Group: Korean Employees working in German (Joint-Venture)
Companies in Korea

Language: Korean

This seminar is for Korean employees or leaders:

- someone who is willing to improve their communication with Germans and to have a good relationship with them
- someone who feels frustration because the German way of working looks different to the Korean one
- someone who is strongly interested in transferring the benefits of Korean's way of working to Germans

One of the biggest intercultural issues between Koreans and Germans working together is the problem of open communication. From a German point of view, successful collaboration depends on open communication from both sides. But in reality each side knows that the problem with open communication is related to cultural differences. Usually Germans try to solve this problem through verbal communication.

The most frustrating thing for Korean employees who work in German companies is the fact that they don't really know what German "Maeum" is. For Koreans a united "Maeum" (한마음) is the basic condition for trustful collaboration. The Korean word "Maeum" is quite difficult to explain to the German way of thinking. It means that Korean employees need a specialized intercultural seminar to gain a deep understanding of German working styles and "Maeum" of Germans.

This Seminar is different from the other intercultural seminars, because it doesn't explain Koreans' frustration with Germans only in terms of cultural differences. Not only are Korean employees in want of cultural information. They also need more psychological insight and wisdom in dealing with difficulties through differences. These kinds of psychological tools can be assessed only through gaining a deep understanding of German culture from different levels of consciousness. In this sense this seminar offers a good opportunity to practice understanding the German way of working and thinking from different views of the "Maeum".

Purpose:

- The benefits gained through this seminar will not only deepen Koreans' understanding of German working styles, but also reinforce their ability to adapt easily to the German corporate culture. This seminar contributes to a successful collaboration between Germans and Koreans in the work place. Participants gain the ability to evoke a synergetic effect between both cultures.
 - Furthermore, Korean employees can easily recognize how insightful and practical it is to perceive cultural differences from the Korean concept of "Maeum". This leads to excellent and practical solutions.
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Session Description:

The First Step: Mirroring the Korean way of working through the German point of view.

- How do Koreans and Germans perceive each other?
- What are the specific characteristics of the German way of working?
- What is the hidden cause of intercultural conflict between Germans and Koreans?

The Second Step: Recognizing the hidden "Maeum" of Germans

- Why is it risky to understand only your own way of thinking?
- What are the invisible factors which play a key role in organizational communication?
- How is it possible to prevent these causes of conflict between Germans and Koreans?

The Third Step: Letting go of old thinking and behavioral patterns

- What can be changed or not changed?
- How is it possible to express your own Maeum?
- Which kind of practice is useful for finding out new insightful solutions?

The main issues of this seminar can be modified through the evaluation of questionnaires which will be sent to the participants beforehand.

Results

- Korean participants will be able to communicate more openly with Germans.
- Korean participants will easily connect with their own inner source of power.
- Korean participants will be appreciate cultural differences and can easily generate creative solutions for difficult challenges.

Facilitator: Dr. InAh Shin

She is the director of the Institute for Work & Innovation (Workin) and has over 15 years of experience as an intercultural trainer/consultant for Germans and Koreans. She studied Sociology and Psychology in Germany (Goettingen). Her intercultural seminar is not only theory based, but has also been combined with her field study. She wrote her thesis about the origin of Korean chaebols. During her work experience as an intercultural trainer she deepened her understanding of the psychology of both cultures. She has written about these issues in books and articles. Her vision as an intercultural trainer and writer is to create a new concept for intercultural understanding between East and West. (rheedah@hanmail.net)

Session Fee: 500,000 KRW + VAT

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

UNDERSTANDING GERMAN WORKING CULTURE

Date: 6 December 2016 (Tue)

Time: 14:00-18:00

Location: KGCCI (7th Floor)

Target Group: Koreans

Language: English

Comprehensive understanding of German working style and culture with practical tips and interactive learning. This workshop leads by a real German who works in international environment.

Session Description:

Theme topics (lecture & group discussion):

- Understanding German Business Culture
 - German Mittelstand Philosophy
 - Business Etiquette and Values in Germany

- Korean-German Cultural Differences
 - How to convince Germans of a Business Case
 - Group work: Find Challenges and Solutions

Andreas Schäfer advises companies in international context for over 16 years. As facilitator of teams in Czech Republic, Bulgaria and Korea he is familiar to train employees about communication with German customers. He conducted many trainings about intercultural and economical topics. His teaching approach is practically oriented: his main focus is the preparation for real situations in the workplace.

Session fee: 500,000 +VAT

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

HOW TO RECLAIM GERMAN VAT

Date: 11 November 2016 (Fri)

Time: 16:00 - 18:00

Location: KGCCI (7th Floor)

Target Group: Companies, which have business trips to Germany

Language: Korean

Comprehensive understanding of German VAT Refund procedure for your company.

Your company can reclaim the German VAT (Value Added Tax) charged on business related expenses while on business in Germany.

For the reimbursement of German Tax, original invoices as well as receipts, application and business certification must be submitted at the German authorities concerned.

In this seminar you will be informed about the required invoices/receipts, gain know-how for the completion of applications, learn about the latest legal changes.

Ms. Youngjin Kim supports companies for reimbursement of German VAT since 2009. She has a certificate about accounting and tax and studied taxation in Korea.

Session fee: 250,000 KRW + VAT for member,
300,000 KRW + VAT for non-member

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

LANGUAGE COURSE

KGCCI offers Korean language courses every semester. This autumn, we have scheduled Intermediate 1 for advanced learners. All Korean language courses are taught by experienced Koreans who speak fluent German.

KOREAN- INTERMEDIATE 1

Date: 29 Sept – 15 Dec 2016

Time: 08:00-09:30

Location: KGCCI (8th Floor)

Target Group: Germans

In this course participants will learn the vocabulary required for everyday conversations. It contains exercises about grammar and vocabulary and how to deal with complex conversations.

Teacher: Shin Sunghee

Timetable:

- 1) Grammar: to be, am, is, are
Function: Greeting, Introduction of oneself
- 2) Grammar: this, that, What is - ?
Function: ask for objects, questions
- 3) Grammar: to have, to be/exist, Numbers, counters, How much - ?
Function: Talk about properties, numbers
- 4) Dialog: order in restaurant, shopping
- 5) Grammar: Subject marker
Function: Interrogative (Who, Where, How much etc.)
- 6) Grammar: Sino-korean numbers, How much is - ?, which number, which date
Function: ask for telephone number, paying
- 7) Dialog: ask for telephone number, birthday or ticket for the cinema
- 8) Grammar: time, go to-a place, Sentence ending of informal polite style-Present tense
Function: , What time is it?, Questions, about what you are doing



Level: Intermediate 1

Duration: 12 weeks

Date & time: 29.09.-15.12.2016, every Thursday, 08:00-09:30

Session fee: 500,000 KRW + VAT

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

BUSINESS GERMAN

Date: 26 Oct – 21 Dec 2016

Time: 17:00-18:30

Location: KGCCI (7th Floor)

Target Group: Korean professionals with a solid command of the German language

Business German is geared toward to Koreans who need German for their job. Participants will learn how to communicate confidently and professionally with German business partners. You will learn how to conduct negotiations, write business correspondence and resolve conflict situations.

Facilitator: Andreas Schaefer, Deputy Secretary General, Head of Marketing, Research

Andreas Schaefer advises companies in an international context for over 16 years. As a team leader in the Czech Republic, Bulgaria and Korea, he frequently trained employees about communication with German customers. For many years, he chaired the annual Business German Examination in the Czech Republic and Bulgaria. He conducted many trainings about intercultural and economical topics. His teaching approach is hands-on, focusing on real live business situations.

Timetable:

- 1) **Oct. 26**
Getting ready- basics
- 2) **Nov. 2**
Business correspondence; Professional emails
- 3) **Nov. 9**
Handling phone calls
- 4) **Nov. 16**
Preparing offers
- 5) **Nov. 30**
Confident presentations – how it's done
- 6) **Dec. 7**
Successful negotiation
- 7) **Dec. 14**
Dealing with criticism and complaints
- 8) **Dec. 21**
Small talk with business partners



Level: B2-C1

Duration: 8 weeks, 26 Oct. 2016 - 21 Dec. 2016 (no course on November 23rd 2016)

Date & time: Wednesdays, 17:00-18:30

Session fee: 500,000 KRW + VAT

Registration & Contact: Ms. Hee-Seon Lim / hslim@kgcci.com / Tel.: 02-3780-4601

MEMBER-TO-MEMBER SEMINARS

COMMERCIAL LAW

Termination of Distributor Agreements

Date: (Wed) 19 October 2016

Time: 8:30 - 10:00
(Registration starting 8:00)

Location: Kim & Chang Office

Kim & Chang attorneys will discuss relevant legal issues and implications in terminations of Korean distributors, and also cover the implications of the new "Fairness in Distributor Transactions Act" which will take effect as of December 23, 2016.

Address: Kim & Chang, 20th Floor, CentrePoint Building, 31, Saemunan-ro 5-gil, Jongno-gu, Seoul

Language: English

Participation: Free of charge (Registration on first-come, first-served basis)

Registration & Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

CYBERSECURITY IN KOREA:

What CEOs and CFOs should know

Date: (Tue) 8 November 2016

Time: 8:30 - 10:00
(Registration starting 8:00)

Location: KGCCI 7th Fl.

In cooperation with Mazars SeBit, we cordially invite you to a discussion session regarding cybersecurity in Korea. Beyond fear, but short of denial, we want to take a fresh look at cybersecurity issues for corporate organizations. A risk-based approach can shed light on the actual impact and likelihood of those threats. Acknowledging the ubiquitous nature of the challenges, Mazars SeBit will also outline some Korea specifics. Through the review of typical malicious activity occurrences, we want to discuss possible comprehensive initiatives: mitigating, detecting and responding to those threats.

Address: 7th Fl., Shinwon Plaza, 85, Dokseodang-ro, Yongsan-gu, Seoul 04419

Language: English

Participation: Free of charge (Registration on first-come, first-served basis)

Registration & Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

ANTITRUST LAW Risks for German Companies

Date: 21 November 2016

Time: 17:00 – 19:00

Location: Yoon & Yang Office

Risks for German Companies in regard to the Antitrust Law in Korea under consideration of recent legal amendments. Yoon & Yang attorneys will discuss the legal situation by practical examples and refer to the recent developments.

Address: Yoon & Yang LLC, ASEM Tower 34. Fl.

Language: English

Participation: Free of charge (Registration on first-come, first-served basis)

Registration & Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

TAX AUDITS I Understanding Tax Audits

Date: 1 December 2016

Time: 17:00 – 18:30

Location: KGCCI 7th Fl.

In cooperation with Baker Tilly Sungto LLC we will hold three seminars called 'How to prepare tax audits'. In the first seminar, we will discuss selection criteria of tax audit, period of audit, tax auditors, fiscal year under tax audit etc.

General understanding of tax audit such as:

- Overview of tax audit
 - Selection criteria of tax audit
 - Selection process and relevant bureau
 - Tax audit period
 - Data to prepare
 - Recent development of tax audit
-

Address: 7th Fl., Shinwon Plaza, 85, Dokseodang-ro, Yongsan-gu, Seoul 04419

Language: Korean

Participation: Free of charge (Registration on first-come, first-served basis)

Registration & Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

Member-to-Member Seminar

LABOR LAW

Understanding MOEL's New Guidelines

Date: January 2017

Time: tba

Location: Kim & Chang Office

In cooperation with Kim & Chang we will discuss new administrative guidelines recently enacted by the Ministry of Employment and Labor (MOEL). Detailed information will follow.

Address: Kim & Chang, 20th Floor, CentrePoint Building, 31, Saemunan-ro 5-gil, Jongno-gu, Seoul

Language: English

Participation: Free of charge (Registration on first-come, first-served basis)

Registration & Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

Member-to-Member Seminar

TAX AUDITS II

Case Studies for Tax Audits by Industry

Date: February 2017

Time: tba

Location: KGCCI 7th Fl.

In cooperation with Baker Tilly Sungto LLC. the errors/ frauds will be illustrated by industry and frequent mistakes will be explained.

- Frequently detected case studies per major industries such as manufacturing, retail and trading
 - In-depth analysis based on common issues, disputes and tax authority's position
 - International taxation issues and case studies for foreign invested companies
-

Address: 7th Fl., Shinwon Plaza, 85, Dokseodang-ro, Yongsan-gu, Seoul 04419

Language: Korean

Participation: Free of charge (Registration on first-come, first-served basis)

Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

Member-to-Member Seminar

TAX AUDITS III

Critical Areas for Tax Audits

Date: April 2017

Time: tba

Location: KGCCI 7th Fl.

In cooperation with Baker Tilly Sungto LLC. The critical areas for tax audits will be discussed.

- How tax auditors detect errors/arguments on specific accounts or management decision
 - Do's and don'ts regarding accounting treatment and management decision
 - How to get interviewed with tax auditors
-

Address: 7th Fl., Shinwon Plaza, 85, Dokseodang-ro, Yongsan-gu, Seoul 04419

Language: Korean

Participation: Free of charge (Registration on first-come, first-served basis)

Contact: Ms. Durie Chae / drchae@kgcci.com / Tel.: 02-3780-4652

korea.ahk.de

October 2016

