



Seminars KGCCI

February 2018 – May 2018



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Korean-German Chamber
of Commerce and Industry
한독상공회의소



OPEN SEMINARS



Korean-German Chamber
of Commerce and Industry
한독상공회의소



Performance Management Leadership Seminar (not held)

Date: Thursday, 1 Feb 2018	Time: 10:00 - 18:00 (7 hours, 12:00-13:00 lunch break)	Location: KGCCI (7 th Floor)
Target Group: Newly appointed manager/ Team Manager (who manages team performance)		Language: Korean

- Understand fast changing business reality and the importance of performance
- Leadership foundation in managing performance in my team as a leader
- Define the performance process and apply knowledge/skills to a team
- Review members' performance results with system and tools, support their development with coaching process Develop leadership and recognize the role of manager in the organization

Curriculum

- 1) Business changes and organization performance
 - Fast changing business reality
 - Organization/Team's strength regarding changes in the market
 - Changes in the last 2 years and changes coming 2 years in my team/organization
 - Triangle of success, Role model and competencies to make performance in business
- 2) Foundation for performance management leadership
 - Overview and importance of performance management leadership
 - Challenges and objectives in making performance as a leader
 - 5 success drivers for performance management leadership and objective setting
- 3) Define the performance process
 - Create a picture of what a job looks like when it is being done well
 - Write a document that defines performance expectations
 - Identify key skills, knowledge, and abilities essential to job performance
 - Translate organization objectives into daily activities with measurable results
- 4) Appraisal system and the Coaching Process
 - Conduct "RAVE" performance reviews
 - Describe the Cycle of Development and how it relates to training
 - Apply the steps of the Coaching Process to improve performance in others

Expected Results/Benefits

Understanding the business improving knowledge/skills to make performance with developing own performance results description as a leader

Lecturer: Dale Carnegie Training

Founded in 1912, Dale Carnegie Training has evolved from one man's belief in the power of self-improvement to a performance-based training company with offices worldwide. We focus on giving people in business the opportunity to sharpen their skills and improve their performance in order to build positive, steady, and profitable results.

Headquartered in Hauppauge, New York, Dale Carnegie Training is represented in all 50 of the United States and over 90 countries. More than 2700 trainers present Dale Carnegie Training programs in more than 30 languages. Dale Carnegie Training is dedicated to serving the business community worldwide. In fact, approximately 8 million people have completed Dale Carnegie Training.

Dale Carnegie Training emphasizes practical principles and processes by designing programs that offer people the knowledge, skills and practices they need to add value to the business. Connecting proven

solutions (Leadership, Teamwork, Sales, Presentation, Customer Service) with real-world challenges, Dale Carnegie Training is recognized internationally as the leader in bringing out the best in people.

Training References

WIKI, Bluebell Korea, Edwards Korea, Thyssenkruf Korea, Continental Automotive Korea, Audi Korea, Starbucks Korea, WeMakePrice, Swatch Group Korea, Hyundai Mobis, Shinhan Finance Group, Volvo Korea, Fendi Korea, GS Retail, Google Korea, Oracle Korea, KOTRA etc.

Participant's feedback of KGCCI – Dale Carnegie Seminar in 2017

“The training was very organized.”

“Useful information and easy to understand materials, Learned specific leadership skills that were so vague before.”

“As a middle manager level, this seminar is very useful and valuable.”

“I was deeply inspired that I've missed a lot in my work place through this course. No doubt that this will help me work in future.”

Session fee: KRW 500,000 + VAT

Registration & Contact:

Ms. Seong-Eun Cho /secho@kgcci.com / Tel.: 02-3780-4665

KGCCI Intercultural Seminar : Smart Communication (소통:Sotong) with Koreans

Date: Wednesday, 21. Feb.
2018

Time: (14:00 - 18:00)

Location: KGCCI (7th Floor)

Target Group: German Business leaders who are working in German (Joint-Venture) companies in Korea and in Korean companies

Language: German

Contents

- Why is the “Gibun” (기분: feeling of harmonious energy) so important to build trustful relationships with Koreans?
- Why don't Koreans speak openly and say, what they really expect from others?
- Why do Koreans deal with plans and rules so negligently?
- How is it possible to prevent and self-diagnose the hidden reason for conflicts?
- Which kind of solutions are useful to change Korean perceptions of this problem?

Benefits

- Deepen German's understanding of Korean working styles and reinforce German's ability to easily diagnose the hidden cause of intercultural conflicts with Korean employees, clients and customers etc.
- Understand the Korean style of communication (소통:Sotong) and react effectively.
- Systemically learning the Korean unspoken rules of Sotong to practice these with creative solutions for conflict situations.
- Successful collaboration between Germans and Koreans in the work place.

Results

- German participants will be able to communicate more sensibly with Koreans.
 - German participants will easily connect with the hidden core of powerful communication with Koreans
 - German participants can easily generate creative solutions for difficult challenges.
-

Lecturer: 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 lived and studied Sociology and Psychology in Germany (Goettingen). Her intercultural seminar is not only theory based, but has also been combined with her field study.

Training References

Kolon, Duerr Korea, Robert Bosch Korea, BASF Korea, Carl Zeiss Korea, Hannover Messe, Continental Automotive Korea, Wacker Korea, LG Electronics, AHK Korea, SBLimotiv, Leoni Korea, Schaeffler Group, Osram Korea, Siemens Korea, Samsung Group, Kotra etc.

Session fee: KRW 500,000 + VAT

Registration & Contact:

Ms. Seong-Eun Cho / secho@kgcci.com / Tel.: 02-3780-4665

Work, Lead & Communicate Successfully with Koreans

Date: Thursday, 8 March 2018

Time: (13:00 - 18:00)

Location: KGCCI (7th Floor)

Target Group: Germans & Foreign Nationals Working & Living in Korea

Language: English

Purpose

Comprehensive understanding of interactions with Koreans _ Gaining the operating manual for global organizations

Session Description

Part I (120min.) - Understanding Korea & Koreans

Goals of the Session:

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

Contents:

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

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

Goals of the Session:

1. Understand how to guide self in leading and communicating with Korean employees
2. Catch a sight of Korean culture manifested in global organizations
3. Obtain independent ability to successfully build an effective organizational culture

Contents:

- Defining 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 Work Approach
- Korean Values in the Age of Globalization

Facilitator

Unwha Choi-Founder/CEO MindsGroup

Unwha Choi 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, UK and U.S.A. and 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 fee: KRW 700,000 + VAT

Registration & Contact:

Ms. Seong-Eun Cho / secho@kgcci.com / Tel.: 02-3780-4665

Effective Communications Skills Workshop

Date: Thursday, 13 March 2018

Time: 13:00 - 18:00, 5 hours

Location: KGCCI (7th Floor)

Target Group: This intensive workshop is intended for busy Korean professionals who possess adequate English skills and who wish to improve their ability to communicate clearly, logically and effectively with expat managers, overseas business partners or colleagues.

Language: English

Communicating effectively and getting your ideas across to other people is one of the most important skills for business professionals today.

More and more Korean or foreign managers ask for their staff to communicate clearly, briefly and with logic, either when writing emails, making presentations or when asking and answering questions during meetings.

At the same time, Korean professionals find it difficult to convey complex ideas in a simple way and with clarity. But, most communication problems they encounter are not related to language skills. Instead, they are mainly related to knowing how to present their ideas clearly and give prop-er structure to their overall messages. “Maeum”.

Benefits

Companies that have sent staff to this workshop in the past have gained the following benefits:

- Improved personnel communication skills and effectiveness;
 - Lessened misunderstandings, which can result in delays or mistakes in project execution or missed opportunities;
 - Enhance teamwork, employee morale and performance due to more fluid inter-personal communication.
-

Session Description:

I: Fundamental Elements of Effective Communications

- Applying the 7 Cs of communication is practical daily business situations
- Defining and indicating communication intentions for clarity and to prompt the right action from the receiver
- Supporting statements or conclusions with clear arguments, direct wording, logic or data
- Improving active listening skills
- Applying cross-cultural awareness to bridge communication gaps in multinational organizations
- Using and avoiding key words, expressions and formulas in English for more accurate communication

II: Effective Written Communications

- Applying clear structure to text or documents (i.e. emails, business reports, etc.)
- Using conjunctions, linking words, sentence sequencing and other tools to create logical flows
- Using practical tips for writing more effective emails

III: Effective Spoken Communications

- Developing the ability to ask clear and effective questions
 - Knowing how to answer questions briefly and with clarity and precision
- Knowing proper body language to become a better communicator (i.e. for presentations)

Lecturer

This workshop is conducted by Vectis CEO Simon Bureau, who has over 30 years of international business experience. In the past 8 years he has conducted over 300 workshops and lectures for various groups and organizations. He formerly served as Chairman of the Canadian Chamber of Commerce in Korea for 4 years. He is a graduate of Bishop's University and HEC Business School in Canada. Simon has worked a total of 20 years in Seoul, as well as in Montreal, New York City and Washington D.C.

Session Fee: 250,000 KRW + VAT

Registration & Contact

Ms. Seong-Eun Cho / secho@kgcci.com / Tel.: 02-3780-4665

LANGUAGE COURSE

KGCCI offers Korean language courses every semester. This spring, we have scheduled Beginner. All Korean language courses are taught by experienced Koreans who speak fluent German.

KOREAN- BEGINNER

Date: 05 March – 28 May 18

Time: 08:00-09:30
(Monday)

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:

März 5

Das koreanische Alphabet
Die Grundvokale und Grundkonsonanten
Aussprache und Schreibübung

März 12

Das koreanische Alphabet
Die Zusammengesetzte Vokale und Doppelkonsonanten
Aussprache und Schreibübung

März 19

Das koreanische Alphabet
Batchim (Konsonantischer Silbenauslaut)
Aussprache und Schreibübung
Aktivität: Den eigenen Namen Schreiben, Zahlen lesen

März 26

Vorbereitung 1, 반갑습니다
Grammatik: -예요/이에요 (to be : am, is, are)
Funktion: Begrüßung, Vorstellung der eigenen Person

April 2

Vorbereitung 2, 이게 뭐예요?
Grammatik: 이게 (this), 저게 (that), 뭐예요?(What is - ?)
Funktion: nach Gegenständen Fragen
Vokabular: Sachen

April 9

Vorbereitung 3, 커피 주세요
Grammatik: 있어요/없어요 (to have, to be/exist), Numbers, counters(Zählwort,), 몇 개 (Wie viel - ?)
Funktion: Über Besitz sprechen, Zahlen lernen

April 16

Vorbereitung 3, 커피 주세요
Dialog: Bestellung im Cafe
Einkaufen im Laden, Geschäft



April 23

Vorbereitung 4, 서울역이 어디에 있어요?

Grammatik: 이/가(Subject marker), 있어요/없어요 (sich befinden)

Funktion: Fragewort lernen (z.B, Wer/ Wo/Wie viel)

Vokabular: Ort

April 30

Lektion 1, 전화번호가 몇 번이에요?

Grammatik: Sino-korean numbers, 얼마예요?(How much is - ?),

몇 번 (which number), 몇 월 며칠(which date)

Funktion: Telefonnummer fragen, Bezahlen

Mai 14

Lektion 1, 전화번호가 몇 번이에요?

Dialog: Telefonnummer fragen / Geburtstag fragen / Karte kaufen fürs Kino

Lesen: 집 전화번호가 705-7189 예요 (Meine Telefonnummer ist 705-7189)

Hören: 5 월 26 일이 제 생일이예요 (Mein Geburtstag ist am 26. Mai)

Mai 21

Lektion 2. 어디에 가요?

Grammatik: Wie spät ist es? / -에 가요? (-gehen) / -아/어요 (Höflichkeitsform der Verben)

Funktion: Uhrzeit lesen, Fragen, was man macht

Vokabular: alltägliche Tätigkeitsverben

Mai 28

Lektion 2. 어디에 가요?

Funktion: Die alltäglichen Tätigkeiten ausdrücken

Dialog: 오늘 오후에 뭐 해요? (Was machen Sie heute Nachmittag?) / 어디에 가요? (Wohin gehen Sie?)

/ 몇 시에 학교에 가요? (Um wie viel Uhr gehen Sie in die Schule?)

Lesen: 서울은 아침 일곱 시예요 (In Seoul ist es 7 Uhr)

Hören : 한 시에 시간이 있어요? (Haben Sie Zeit um 13 Uhr?)

Session fee: 550,000 KRW + VAT

Registration & Contact

Ms. Seong-Eun Cho / secho@kgcci.com / Tel.: 02-3780-4665

LANGUAGE COURSES

KGCCI offers Korean language courses every semester. This spring, 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: 07 March – 23 May 18

Time: 08:00-09:30
(Wednesday)

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:

März 7

Lektion 1, 내일 여행 갈 거예요.

Grammatik :-을 거예요 (Zukunftsform) / -을 수 있어요/없어요 (können/nicht können)

März 14

Lektion 1. 내일 여행 갈 거예요

Dialog: 같이 갈 수 있어요? (Wir können zusammen verreisen.) / 날씨가 좋아요 (Das Wetter ist schön.) / 여행 갈 거예요 (Ich werde verreisen.)

Lesen: 보고 싶은 어머니께 (Liebe Mutter)

Hören: 유럽에 여행 갈 거예요 (Ich werde nach Europa verreisen.)

März 21

Lektion 2. 이 옷을 입어 보세요 (Probieren Sie diese Kleidung.)

Grammatik: -은 (Deklination) / -지 않아요 (Negation) / -아/어 보세요 (Bitte probieren Sie -)

März 28

Lektion 2, 이 옷을 입어 보세요

Dialog : 맛있는 사과예요 (Das ist ein leckerer Apfel.) / 전자사전 좀 보여 주세요 (Zeigen Sie mir bitte das Lexikon.) / 크지 않아요 (Es ist nicht gross.)

Lesen: 와! 아름다운 여자예요 (Wow, das ist eine schöne Frau!)

Hören: 모자 좀 보여 주세요 (Bitte zeigen Sie mir den Hut.)

April 4

Lektion 3, 요즘 어떻게 지내세요?

Grammatik : -으세요. (Höflichkeitsform) / -으셨어요. (Höflichkeitsform für die Vergangenheit)

April 11

Lektion 3. 요즘 어떻게 지내세요? (Wie geht es Ihnen?)

Dialog: 어디 아프세요? (Wo tut es Ihnen weh?)

머리가 아파요 (Ich habe Kopfschmerzen.)

언제 한국에 오셨어요? (Wann sind Sie nach Korea gekommen?)

Lesen: 아버지는 책을 읽으세요 (Mein Vater liest ein Buch.)

Hören: 지난 주에 왜 학교에 안 오셨어요? (Wieso sind Sie letzte Woche nicht in die Schule gekommen?)



April 18

Lektion 4. 수영할 줄 알아요 (Ich kann schwimmen.)

Grammatik: -을 줄 알아요/몰라요 (können / nicht können) / -아/어야 해요 (müssen) / -거나 (entweder oder)

Vokabular: 운동과 악기 (Sport und Musikinstrumente)

April 25

Lektion 4. 수영할 줄 알아요

Dialog: 운동을 하거나 음악을 들어요 (Ich mache Sport oder höre Musik.)

테니스 칠 줄 알아요 (Ich kann Tennis spielen.)

오늘도 일해야 해요 (Ich muss heute wieder arbeiten.)

Lesen: 영어를 아주 잘 합니다 (Ich spreche gut Englisch.)

Hören: 요즘 테니스를 배워요 (Ich lerne zur Zeit Tennis.)

Mai 2

Lektion 5. 같이 영화 볼까요? (Wollen wir ins Kino gehen?)

Grammatik: -을까요? (Wollen wir ~?) / -하고 (mit) / -고 (und)

Mai 9

Lektion 5. 같이 영화 볼까요?

Dialog: 영화 보러 갈까요? (Wollen wir ins Kino gehen?)

영화 보고 저녁 먹어요 (Lass uns ins Kino gehen und danach essen.)

미나 씨하고 영화 보고 싶어요 (Ich möchte mit Mina ins Kino gehen.)

Lesen: 친구들 하고 하늘 공원에 갔습니다 (Ich bin mit Freunden in den Hanul-Park gegangen.)

Hören: 이번 휴가 때 같이 갈까요? (Sollen wir zusammen in den Urlaub fahren?)

Mai 16

Lektion 6. 아파서 못 갔어요 (Ich konnte nicht, weil ich krank war.)

Grammatik: 못 (kann nicht) / -아/어서 (weil) / -으려고 해요 (werde - machen)

Mai 23

Lektion 6. 아파서 못 갔어요

Dialog: 친구를 못 만났어요 (Ich habe den Freund nicht getroffen.)

운동을 하려고 해요 (Ich werde sport machen.)

시간이 없어서 못 만들었어요 (Ich hatte keine Zeit dafür.)

Lesen: 저도 축구 경기를 보려고 해요 (Ich werde das Fussballspiel sehen.)

Hören: 길이 너무 막혀서 늦었어요 (Ich war zu spät wegen dem Stau.)

Session fee: 550,000 KRW + VAT

Registration & Contact

Ms. Seong-Eun Cho / secho@kgcci.com / Tel.: 02-3780-4665

MEMBER-TO-MEMBER SEMINARS

KGCCI Law Update with Shin & Kim: “Policies of the MJI(Moon Jae-in) administration”

Date: (THU) 27 February 2018

Time: 8:30 - 9:30
(Registration starting 8:00)

Location: Shin & Kim Office

In partnership with Shin & Kim, we are pleased to invite you to a seminar on the topic of "Policies of the MJI (Moon Jae-in) Administration". It covers the actions that have been taken during the first nine months and what is to be expected in the future. The seminar includes a review of the main reforms affecting businesses in the areas of labor, tax and fair-trade laws.

Address: Shin & Kim, 8th Floor, State Tower Namsan, 100 Toegye-ro, Jung-gu, Seoul 04631

Language: English

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

Registration & Contact: Ms. Soobin Ahn / sbahn@kgcci.com / Tel.: 02-3780-4630

KGCCI Law Update with Yulchon LLC: “Preventing and Policing White-Collar Crime”

Date: (THU) 27 March 2018

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

Location: Yulchon LCC

In cooperation with Yulchon LLC, we are pleased to invite you to a seminar focusing on white-collar crime prevention, detection and policing in Korean companies. The seminar is intended to give hands-on advice and practical tips in particular for management-level executives. Speakers will be Yulchon attorneys Mr. Eun Jae Park, Ms. In Seon Choi and Mr. Moritz Winkler (Senior Foreign Counsel).

Address: Parnas Tower, 38F, 521 Teheran-ro, Gangnam-gu, Seoul 06164

Language: English

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

Registration & Contact: Ms. Soobin Ahn / sbahn@kgcci.com / Tel.: 02-3780-4630

KGCCI Breakfast seminar with Allianz Global Corporate & Speciality SE:

“Introduction and overview of the Korean Corporate & Specialty and MidCorp/ SME insurance market”

Date: (MON) 2 April 2018 **Time:** 15:30 - 17:00
(Registration starting 15:00) **Location:** KGCCI (7th Floor)

In cooperation with Allianz Global Corporate & Speciality SE, we cordially invite you to a seminar regarding the insurance market for Korean Corporate & Specialty and MidCorp/ SME. The seminar is intended to inform you about required as well as available corporate insurance covers for businesses in Korea and will provide guidance how to deal with them.

Address: KGCCI Office, 7 Floor, Shinwon Plaza, 85, Dokseodang-ro, Yongsan-gu, Seoul 140-884

Language: English

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

Registration & Contact: Ms. Soobin Ahn / sbahn@kgcci.com / Tel.: 02-3780-4630
