



FRAMATECH

IN-HOUSE TRAINING FOR SUCCESSFUL INTERPERSONAL RELATIONS BETWEEN FRENCH AND GERMAN TEAMS

SHORT TEASING

Introducing Peter Hesse, the coach of the French team & the program

Le 11 juillet 2025

p. 1

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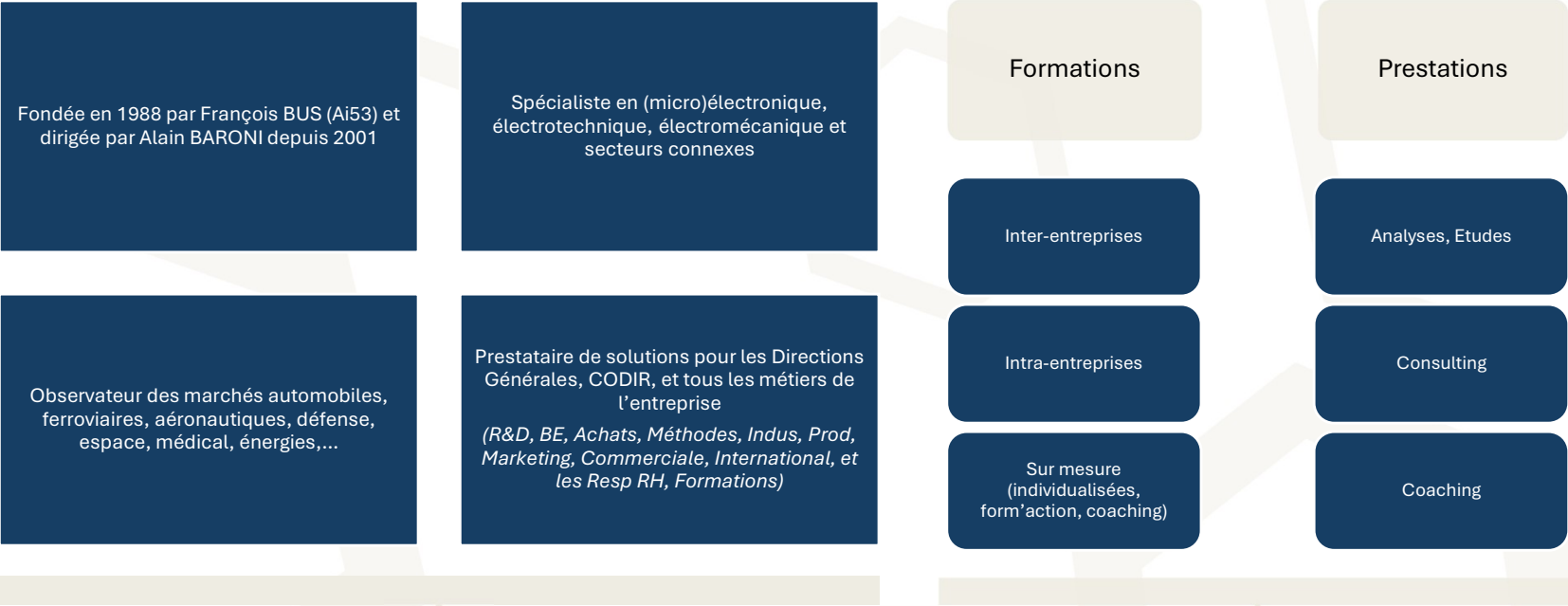


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Identité

Un acteur, unique en son genre, qui anticipe les défis de demain et soutient la compétitivité de ses clients.



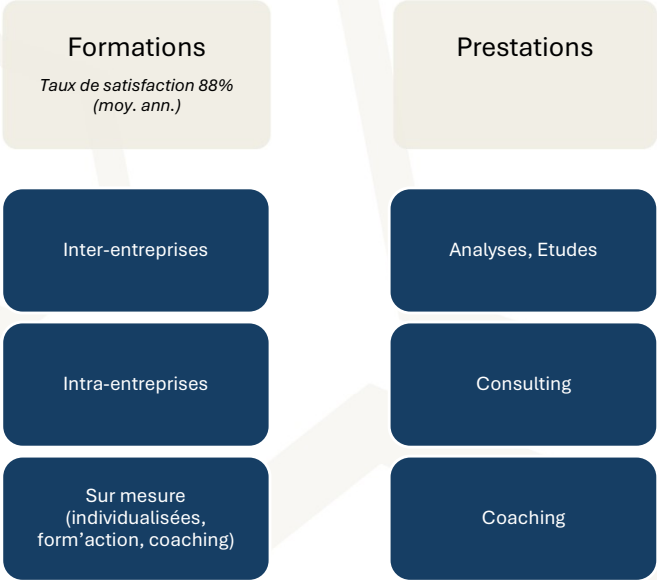
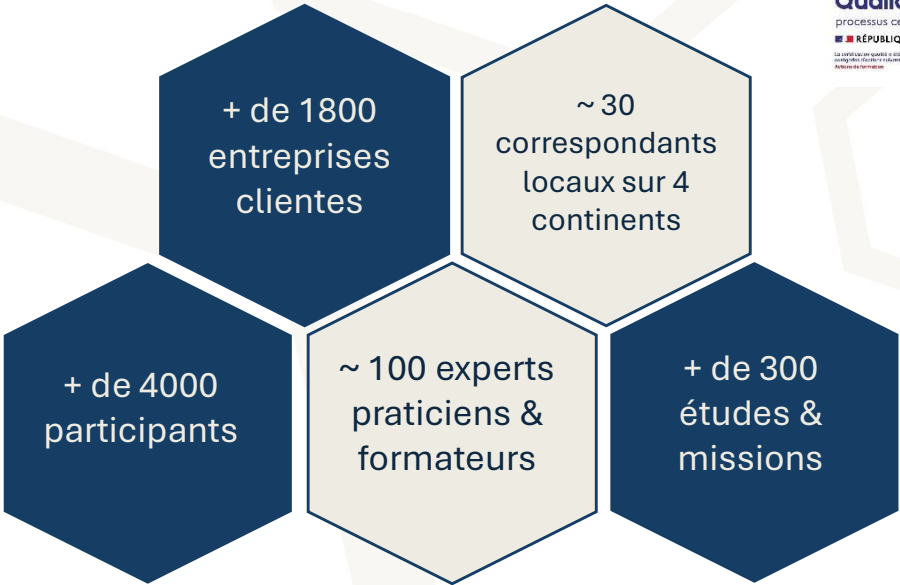


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Quelques chiffres

Une force d'intervention en France et à l'international pour mener à bien les missions qui lui sont confiées !





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Ils nous font confiance (entreprises & institutionnels)

MICROÉLECTRONIQUE

nexperia

LYNRED
BY SOFRADIN & ULIS

ELECTRONIQUE

ACTIA

éolane

ÉLECTROTECHNIQUE,
ÉLECTROMÉCANIQUE

Honeywell

HORIBA
Medical

Innovative Power Solutions

AUTOMOBILE

ARaymond
MORE THAN FASTENING

Continental
DURA

AÉRONAUTIQUE,
ESPACE, DÉFENSE

THALES

STELIA
nexter
lisi
Nouvelair
Cilas

ENERGIES

Total

AIR LIQUIDE
SAFT
Schlumberger

AUTRES

CHICOPEE
A company of pgi
L'OCCITANE
EN PROVENCE
ADISSEO

INSTITUTION

S2E2
SMART ELECTRICITY CLUSTER

POLESCS
cea
Louis Berger
EY
Building a better working world
FIPA
Agence de promotion des investissements extérieurs
giz
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

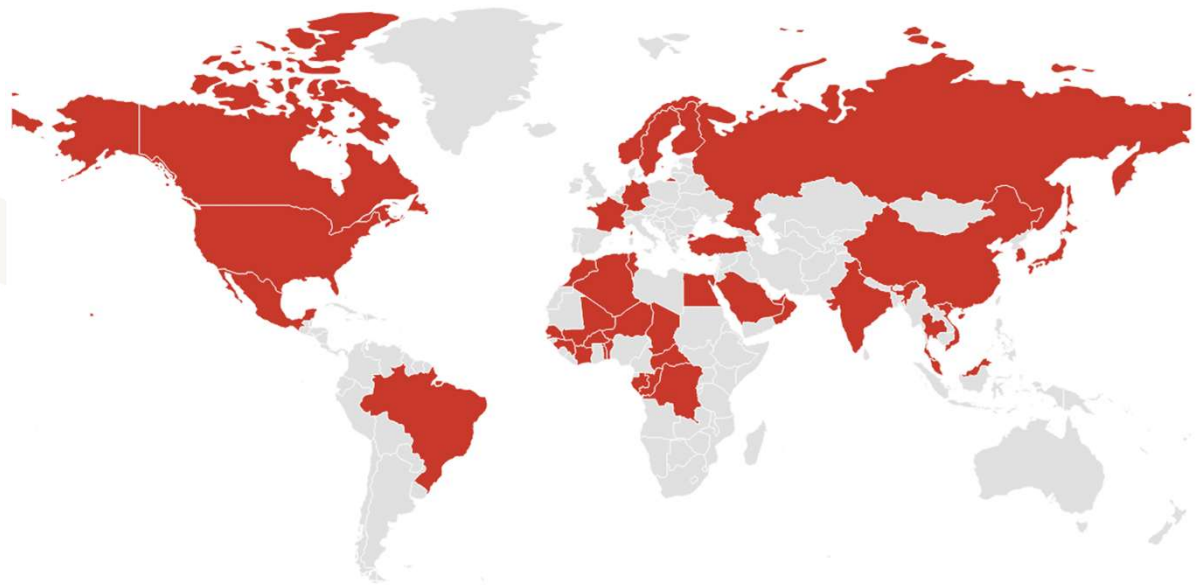
Commission européenne



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Nos formations interculturelles



Depuis 2011, ... « Comment travailler avec les Allemands ? »



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Spirit of the workshop

2,5 days

- Mareike and Peter have built the program of the Culture Workshop, the 22. – 24. July 2025 at Lunebourg.
- Referring to it, Mareike and Peter will coach together the workshop. Each of them will be particularly in interactivity with his team.
- It could be resumed in three steps :





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Organization



&



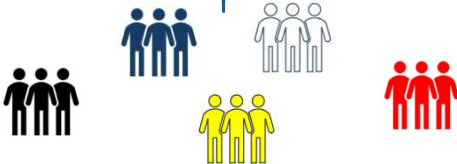
take advantage of



&



to incease better relationships between german & french
colleagues, according cultural spécificities of each others





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Introducing Peter

Peter HESSE (Based in Hanovre, Germany)

- Born on 05.03.1956, Peter is married with a French woman since 2002, and have 3 scolarized children (2001/1990/1987) in the French school of à Düsseldorf .
- Peter has a degree in Aviation Management at Deutsche Lufthansa AG.
- He has more than 30 years in Management Board (Sales & Marketing, Business dev., RH) in automotive industries (VW, Forvia, Peguform...). Then his large experience covers international realtionships with companies (car manufacturers, suppliers,...) and multicultural situations with French and other countries such as Hungary, Czech Republic, Bulgaria, Turkey, China, South Korea, USA
- With French, he had to organize internal efficient relationships between teams, including soft skills.
- Peter is fluent in German (native), French and English.

- *Peter wil co-animate th cultural workshop with Mareike.*
- *He will be close to the french team, speaking with them in french, in order to insure good interpertrations, to help them in communication and acts during workshop, games.*
- *Peter could take each French, in one-to-one, explaining situations, behaviours, understanding the german interlocutor (aim, methodology, process, needs,...)*



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day 1



1

09:00

Welcome & introduction
Welcome by management, introduction
trainers, organisational frame,
rules of way of working for the WS
Check in / Get to know

10:30 coffee break

2

11:00

Icebreaker "Two cultures"
Get in touch
Understanding, each team develops a
culture, there is a rational behind any
behaviour

12:30 lunch

3

13:30

Feedback
Participants get input to give and
receive feedback professionally and
work on own use

15:00 coffee break

4

15:30

Use cases
...

5

17:30

Debrief and goodbye
Closing round day 1,
Summary, flashlight, outlook day 2

End 18:00

19:00 dinner



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day 2



08:00 breakfast

109:00start and recap day 1

209:15Communication - enablers & blockers
referring to the use cases day 1

Teambuilding exercise to identify communication enablers & blockers in the team

10:45Coffee break

311:00Riemann Thomann
Different types of personality

Teambuilding exercise to identify different types of personality - raise awareness

12:30lunch

413:30Teambuilding exercise „Save the chicken“
to experience way of coolobaration - own role in the team, applying what has been learnt, receive feedback on communication, experience when and how communication works, practise joint coordination and the development of a common target image

15:00Coffee break

515:30Debrief
...

616:30Feedback
...

717:00Closing round second day
end
Summary, flashlight, outlook

19:00dinner



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day 3



08:00 breakfast

1 09:00 start, recap day 2

2 09:15 **Market place**
Vision, Mission, what do we get from the team? hat does the customer get? What makes the team unique? Our values

10:30 Coffee break

3 10:45 **Expectation management**
Participants reflect on their own expectations towards the team, the management

4 11:30 **Golden rules & Team Charta**
Participants finalize their guidelines for future cooperation and practice working together

5 12:00 **Coordination of communication**
Participants define what will be communicated to the company from the workshop, define further measures if necessary

6 12:15 **Closing**
Wrap up, feedback, good bye, last word by management

12:30 lunch