

WELCOME TO MY QUICK TEST „FIT FOR GERMANY?“
GRAF COACHING INTERNATIONAL

Travelling to a new country to establish new business contacts can be highly exciting to some – or daunting to others. Let’s see how well you do in this quick test. Simply mark the numbers that closest reflect your current feeling about or attitude to the question. So why not take a few moments to see, on a scale of 1 to 10, what your thoughts are on doing business in Germany. Once finished, take a photograph of your results and send it to me. Thank you!

Q. 1 Thinking of my upcoming trip to Germany makes me just a little nervous.

0 1 2 3 4 5 6 7 8 9 10

Q. 2 Should any „red tape“ come my way in Germany, I would certainly know how to handle bureaucratic matters.

0 1 2 3 4 5 6 7 8 9 10

Q. 3 In my country, we take time in getting to know a new potential business partner so we understand him and his company better. I am not sure whether Germans handle that phase in an equal manner.

0 1 2 3 4 5 6 7 8 9 10

Q. 4 I have watched one or two videos about the Germans on YouTube and I now feel well-equipped for my first business trip to Germany.

0 1 2 3 4 5 6 7 8 9 10

Q. 5 If I am running late with an engagement, cancelling a meeting at short notice with a German business partner does not pose a problem. Germans are very flexible.

0 1 2 3 4 5 6 7 8 9 10

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Q. 6 I am very keen to do business in Germany and my German language skills will get me by nicely.

0 1 2 3 4 5 6 7 8 9 10

Q. 7 I am sometimes concerned that my plans in Germany may not work out.

0 1 2 3 4 5 6 7 8 9 10

Q. 8 I am an open-minded person and I always enjoy meeting people from other cultures.

0 1 2 3 4 5 6 7 8 9 10

Q. 9 They say Germans are not good at Small Talk. That's ok because I always know how to fill possible gaps in conversation and how to keep it flowing nicely.

0 1 2 3 4 5 6 7 8 9 10

Q. 10 Returning from Germany with little success would be a great disappointment – for me, my company and other persons involved.

0 1 2 3 4 5 6 7 8 9 10