

WORKING EFFECTIVELY ACROSS CULTURES

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COURSE DURATION: ONE DAY

LONDON: 13 MARCH & 11 SEPTEMBER 2012.
£395 + VAT PER DELEGATE

A one-day cultural awareness training workshop for business and commerce.

COURSE OVERVIEW

In today's business world the need for organisations, teams and people to work effectively across the boundaries between countries, cultures and business cultures is vital.

Working Effectively Across Cultures is a one-day, interactive training workshop that develops understanding of the impact of culture and cultural differences on international business, and builds practical cross-cultural communication, work and negotiation skills. The workshop includes real-life case studies and offers opportunities for hands-on practice.

ABOUT THE TRAINER

Nadège Welsch started her career as a finance advisor for a major German telecom supplier and has subsequently managed and worked with multi-cultural teams and customers across the globe from Latin America to South East Asia.

Nadège moved into the field of cultural awareness training after graduating with a MSc in Business Psychology. Her passion is for helping managers, teams and individuals to understand one another and work more effectively across cultural barriers in business. She specializes in building cross cultural management competence and global business effectiveness, including virtual team working and effective business communication. Nadège approaches training with a practical hands on approach that provides real benefits for business people working in international roles.

Nadège.Welsch@culturewise.net

THE BENEFITS

Successful delegates leave **Working Effectively Across Cultures** with a framework for understanding key cultural differences in approaches to global leadership and management, negotiation, work and communication styles, together with practical cross-cultural communication, management and work skills. The result is improved confidence and competence in working with global business partners, or with colleagues, suppliers and customers from different cultural backgrounds.



WHO SHOULD ATTEND?

Working Effectively Across Cultures will benefit anyone who needs to work, manage and communicate effectively across cultural and language boundaries in international business, including expatriate executives, international managers and leaders, global negotiators, international sales and export staff, and global HR and training professionals.

Learn more at
www.culturewise.net
+44 (0) 20 7403 9525

Workshops limited to just 15 delegates. Prices include materials, handouts, lunch and refreshments.



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WHAT WILL I LEARN?

Morning

- What is culture? A framework for understanding the impact of hidden values on the way we work and communicate
- The impact of culture in the global work environment.
- Hidden cultural assumptions about business and why they can cause problems.
- The impact of cultural differences on leadership, communication and work practices, relationship-building, teams and team-working, decision-making and conflict-resolution.
- Cross-cultural management 'competence' and what it looks like in practice.

Afternoon

- Best practices for effective cross-cultural communication and conflict-resolution.
- Use 'off-shore' English.
- Being persuasive and influential in international meetings, negotiations and presentations.
- Best practices for leading, managing and participating in international and virtual teams.
- Building sustainable global relationships
- Hints, tips, strategies and best practice for working effectively in Asia-Pacific, Europe, the Middle East and the Americas.
- Six practical steps to global business effectiveness.

ABOUT CULTUREWISE

Culturewise Ltd provides an unrivalled range of cultural awareness training solutions that enable organisations, teams and people to work effectively across the boundaries between countries and cultures.

Recognised as one of the most innovative companies in our business we operate from our head office and training centre in London, and around the world through a global network of quality-assured associates and training partners. Our customers include many of world's most successful global businesses.

Whatever type of international contact you are involved in, Culturewise's cross-cultural solutions will help build and sustain the global mind-set, openness, flexibility, cultural understanding and skills to ensure successful projects, and sustainable, long-term competitive advantage for your business or organisation.

HOW TO BOOK

To book your place call +44 (0) 20 7403 9525 or visit www.culturewise.net.

Terms and conditions, including charges for late cancellations or late payments, apply to all open and in-house training workshops. For full details on our Terms and Conditions please visit www.culturewise.net/terms.



TEL: +44 (0) 20 7403 9525
CULTUREWISE LTD, 16-18 MARSHALSEA ROAD, LONDON, SE1 1HL, UK
www.culturewise.net