

Trainer



John Farrer MA (OXON) PGCE is a passionate believer in the business case for training; having partnered many world class organizations in strengthening their management team and exceeding their growth targets. After graduating from Oxford University in Natural Sciences he moved from

teaching, through sales and marketing, to training and consultancy. He has developed a learning laboratory methodology which combines the rigour of the scientific approach, the inspiration of neuroscience and the practicality of emotional intelligence. He is qualified as a Myers Briggs and PRISM practitioner. Assignments around the world include development of executive teams, conference facilitation and culture change. He has addressed seminars on many leadership topics, including: Changing Corporate Values, Bullying, and Creativity. Personal quote: "To develop the business, develop yourself!"

Information

Good knowledge of English language required

Target group:
Managing Directors, Owners of Business,
HR Development Managers, HR Managers

Dates
upon request

Price:
EUR 2.100,- including International Readiness Check (IRC) (online), two days of training, one individual coaching session, training material, conference package and dinner.
Logis and VAT is extra.



Leadership & General Management

Doing Successful Business Across Cultures

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Content

This programme will enable you to do better business across cultures, understanding the other people involved, and being better able to build more trust whilst getting a better deal. In addition, 1 month after the course, you will have an individual coaching session on doing business with a country of your choice.

Objectives & Result

At the end of the programme participants will be better able to:

- Understand one's own cultural strengths and areas for development
- Understand how to identify the components of a particular culture.
- Understand the values and attitudes of different national groups and build trust and rapport with them
- Respond to different expectations of international clients
- To deal with cross-cultural misunderstandings
- Complete a cross-cultural negotiation successfully to secure business



Outline

Introduction & Overview

- Personal learning goals
- The three characteristics of successful cross-cultural communication

Understanding values and attitudes

- The three types of culture
- Values and attitudes of key communities
- Practice: how behaviour reflects values and attitudes

Building cultural sensitivity

- Practice: The international communications continuum
- The ten international management bear-traps
- Practice: system for recognising and dealing with International misunderstandings and issues.

Influencing across cultures 1

- Leadership and management styles
- Team-working and communication
- Meetings and motivation

Practical Exercise – Case studies 1

Influencing across cultures 2

- Listening styles across cultures
- Making a case
- Negotiation

Practical Exercise – Case studies 2

Action Planning

Follow-up Coaching

Each person will identify a current business challenge 'across cultures' and will receive coaching about how to secure the desired outcome.



Trainer

Dr. Thomas Oehler, born in 1959, Coach and Trainer, was managing director of international companies in Consulting and Counselling services, Media, Cosmetics and Advertising. With a Master's degree in science communication, sociology and philosophy, Postgraduate studies in psychology and a Phd in Economics/ Management, Dr. Oehler has worked in France, Germany, China, USA, UK, Czech Republic, Hungary, Italy and Austria. His areas of expertise are: communication, stress management, motivation, negotiations, conflict management, mediation, team-building, and integration of new executives within a company. His coaching methods consist of active discussion, self-exploration, psychological methods, breathing techniques, focused interviews. He speaks English, French, German, Hungarian.



Anita Chanda MA.FCIPD is a leadership consultant, working with multinational companies globally across different sectors. Prior to joining POD, her corporate experience was gained in leading South African, British and Indian firms. Her areas of expertise are performance management, change-management and cross-cultural communication. She is a Fellow of the Chartered Institute of Personnel and Development with a MA in Strategic Human Resource Management and is a MBTI Practitioner. Anita has a passion for painting pictures and travelling. Personal quote: "Many of us are always on the go and forget our 'Pause' button. Helping people reflect, focus on what they can change and then see a difference, is truly rewarding".