

Work Successfully in a Globalized World

What will I learn?	How will I learn it?	How much time will I invest?	What will it cost me?
Learn how to build your awareness of self and other's cultural behaviors	<i>Every seminar includes at least the following methods:</i>		
Understand implications of cultural patterns in the workplace – what difference do they make?	Group tasks and problem-solving games; Real-life interactions and analysis		
Multiculturalism: learn how to competently function in the global workplace and increase your successful interactions	Put creative and innovative solutions into practice; learn from others	Seminar duration: 6-8 hours	Upon request
Metaculture and implications: what can you expect in the global workplace? What can others expect from you?	Practice diversity awareness; creating a safe space for your employees		
Improve your overall intercultural communication skills			

Building Successful International Teams

What will I learn?	How will I learn it?	How much time will I invest?	What will it cost me?
Understand globalization and its influence on the modern workplace	<i>Every seminar includes at least the following methods:</i>		
Learn about team dynamics and how to be an effective leader within a team context	Group tasks and problem-solving games; Real-life interactions and analysis		
Learn what the multicultural considerations you must be aware of when building successful teams	Put creative and innovative solutions into practice; learn from others	Seminar duration: 6-8 hours	Upon request
Metaculture and implications: what can you expect in the global workplace? What can others expect from you?	Roleplay, strategy creation, and groupwork; understand the benefits of diverse teams		
Improve your intercultural communication skills, especially within the context of teamwork			

Successful Intercultural Negotiation

What will I learn?	How will I learn it?	How much time will I invest?	What will it cost me?
Understand our Brave New World: the development of our global marketplace and status today	<i>Every seminar includes at least the following methods:</i>		
Learn about negotiation theory: what is in, what is out, and what difference does it make?!	Case studies and analysis; group practice with individual feedback		
Learn what the multicultural considerations you must be aware of when preparing for your negotiation; introduction to power theories	Comparison of methods and strategies in a group-based setting; identify best practices	Seminar duration: 2 days	CHF _____ Incl. materials
Build your personal negotiation style with confidence and elegance	Roleplays and short negotiation practices; power dynamics		
Increase and display your communicative competence and ability to craft your arguments			

Successful Intercultural Communication

What will I learn?	How will I learn it?	How much time will I invest?	What will it cost me?
SO WHAT? Why it matters	<i>Every seminar includes at least the following methods:</i>		
Cultural patterns and communication – what difference do they make? How can you improve your own skills?	Group tasks and problem-solving games; short videos and problem identifying		
Learn the different styles people use to communicate so you can better recognize them in an actual context	Practice real interactions with personalized feedback; analysis and group dynamics	Seminar duration: 6-8 hours	Upon request
Speaking the same language but not communicating? Learn the pitfalls of intercultural communication and how to avoid them!	Non-verbal communication (body language, gestures) sensitivity exercises and games		
Non-verbal interaction: what about body language?			

Professional Presentations

What will I learn?	How will I learn it?	How much time will I invest?	What will it cost me?
Professionalism and the process of creating a presentation: what is the value added?	<i>Every seminar includes at least the following methods:</i>		
Starting at the beginning: learn how to design and build your core message (including visuals)	Each participant will be individually coached and receive personal feedback		
Learn how to structure your presentation for the international audience; cultural dimensions and their implications	Modelling of best practice with subsequent short segments of groupwork	Seminar duration: 2 days (up to 10 participants)	Upon request
What about the delivery? Learn how to deliver a strong, confident presentation. Deal with anxiety and fear of public speaking.	Video playbacks and resulting analysis of individual performances; Anxiety relieving games and stagefright strategies		
Learn to identify and anticipate challenges in the presentation and audience	Creation of highly effective slides and visual aids Creation		

Writing Successful Business Texts

What will I learn?	How will I learn it?	How much time will I invest?	What will it cost me?
Learn how to write with confidence English business texts	<i>Every seminar includes at least the following methods:</i>		
Learn how to differentiate between bid and proposal types	Each participant will be individually coached and receive personal feedback		
Practice various writing registers and styles in English; learn audience analysis	Various types of texts will be practiced; participants will receive a portfolio of sample text types for reference	Seminar duration: 6-8 hours (can be extended)	Upon request
Practice writing legal English texts with different audience types	Groupwork and proposal writing; individual tasks with sample problem-solving exercises		
Learn language styles and consequences: diversity, inclusion, and legality	Stylistic exercises and an overview of world English types		