

# Working in international teams

Chances, challenges, communication tools

## TOPICS

- The most successful strategies for global cooperation
- The key to motivation, time commitment and team spirit
- Handling hierarchy and status issues skilfully
- Improving reliability and efficiency within your team
- Culture specific business tools around the world



Seminar rating:  
Overall impression: 100%  
Practical benefit: 97,5%

## YOUR SPEAKER



### **Karin van der Auwera**

Intercultural trainer, coach and author. People-driven and dynamic: Karin's practice-oriented approach is highly appreciated.

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The seminar is held in English.

## Aims and objectives

This seminar increases your global know-how and broadens your intercultural competence.

We will cover international team building aspects, communication patterns, global business skills and hidden danger zones. This seminar will help you gain respect as an appreciated team member or team leader. It will support you in handling the challenges of a constantly changing and complex business world.

Profit of the positive effect on the people in your team, on your global career and the international success of your company!

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## Who should attend?

The seminar is a must-have for team- and project members as well as managers who cooperate with different nationalities.

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## Your extras

- The best intercultural websites
  - Country-specific dos & don'ts
  - Gift giving rules & recommendations
  - Checklist to evaluate the success potential & failure risk of your team
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## Practical Training

- Share your experience
- Profit from the experience of the trainer and the group
- Discuss your job scenarios & questions

## Your speaker



### Karin van der Auwera

Intercultural trainer, coach and author. People-driven and dynamic: Karin's practice-oriented approach is highly appreciated.

In a richly international career, Karin has lived, worked and studied throughout Europe and the USA. For almost 20 years, she has supported world-leading corporations in the pharmaceutical, retail and management institute industries.

People-driven, innovative and dynamic: Karin's expertise ranges from improving intercultural understanding, developing global leadership and communication strategies, to enhancing your international time management and presentation skills.

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## Your profit

- You will increase your global awareness,
- Culture specific business tools which will boost your work and your position,
- Support for tricky global business situations,
- You will improve your communication skills and create win-win-situations.

## What participants say

- 'One of the best seminars ever! Clear, easy to understand and entertaining!' - Rupert Lang, GKM-Therapieforschung
- 'This is a must!' - Paolo Mellino, Abbott
- 'Excellent mix of theory and practice!' - Marco Pfisterer, Schwarz Dienstleistung

## Your seminar program

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### 1st day: 10 am - 6 pm

#### Chances & challenges

- Your business context, your objectives, your questions
- Risky culture clashes and solutions
- Global overview of all business relevant cultural dimensions

#### When cooperation goes global

- What it takes to succeed
- Intercultural dynamics and 'no-goes' to be aware of
- Practice-proven recommendations for your most 'challenging' situations
- The best boosters for team spirit

#### Psychology of global teams

- The cultural impact on work priorities, careers and power plays
- Why do people behave 'like that'?
- How 'motivating people' in multi-national contexts actually works

#### 'Hands-on' toolbox

- Top approaches to improve efficiency
- Managing 'mañana cultures', Asian 'time spirals' and changing priorities
- How to create trust
- The status trap: Navigating around the danger zones of hierarchical differences

#### Intercultural competence

- 'Ok, no problem!' - How to find out what's really going on
- Turning your priorities into theirs!
- Your key to success: The best strategies for different personalities and cultures

### 2nd day: 9 am - 4:30 pm

#### Improve your meetings & conferences

- How to increase commitment
- The foreign language factor: Fluent speakers vs. low levels of English
- How to interrupt and slow down native speakers elegantly
- Addressing mistakes, delays and frustration without losing momentum
- How to create your own team and communication culture
- How to make your agreements binding

#### Communicating successfully

- When 'Yes' means 'No': Your crystalclear guide to reading between the lines
- Culture-specific patterns: How to interpret the praise of Americans, Indian subtleties, Chinese harshness, ...
- Ways to avoid the face-losing factor especially when hierarchy is involved

#### Motivation, persuasion & negotiation

- The 'door openers' for you and your tasks
- The impact of emotions in different regions
- Present, convince, succeed! Dos & don'ts to win people's support

#### Maximizing your success potential

- Mastering global feedback expectations
- The key to successful business relationships
- Why it pays to develop and broaden your intercultural skills

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### REGISTRATION UNDER

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### REGISTRATION FORM

Yes, I will attend

23 - 24 October 2019 in Stuttgart  
Webcode: 1910611

28 - 29 April 2020 in Frankfurt  
Webcode: 2004611

Yes, I agree that FORUM Institut may inform me about events by:  
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I may withdraw my consent at any time.

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Post code, city, country

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Tel. no./Fax no.

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Contact person at office

\_\_\_\_\_  
Date, signature

#### Date and venue

23 - 24 October 2019 in Stuttgart

1st day: 10 am - 6 pm  
2nd day: 9 am - 4:30 pm

Maritim Hotel  
Seidenstr. 34 · 70174 Stuttgart  
Tel. +49 711 942-0 · Fax +49 711 942-1000

28 - 29 April 2020 in Frankfurt

1st day: 10 am - 6 pm  
2nd day: 9 am - 4:30 pm

Hotel Frankfurt Messe  
(ehem. QGREENHOTEL by Meliá)  
Katharinenkreisel · 60486 Frankfurt  
Tel. +49 69 70730-0 · Fax +49 69 70730-333

#### Fee

€ 1590.00 (+ German VAT)

The fee includes course documentation (including free download) as well as refreshments, lunch and a certificate. You will receive an invoice as well as confirmation.

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