

Business is international

Time to add new skills?



How do you feel working internationally?

- Long hours to prepare?
- Presentations make you freeze with fear?
- Misunderstandings and failures cost time and money?
- Loss of new business?
- Missed opportunities to advance your career?
- Years in language classes and progress is slow?

This training optimises existing professional knowledge for an international context, to increase new business and to ensure the successful completion of current projects.

THE PROGRAM

See results fast

By targeting international skills and optimising learning conditions we see better international communication within weeks, whatever the starting level. And participants can continue on their own to improve exponentially!

Language

Part 1: The Fastest Way to Learn a Foreign Language

2 modules
Language Acquisition | Fluency

Perspectives

Part 2: Understanding International Perspectives

2 modules
Communication Personality | Cross-Cultural Worldviews

To be successful, working internationally needs more than language.

We all approach international business thinking that we are normal and others are abnormal.

This affects the 1000 subconscious ways that we misinterpret others and self-sabotage our interactions, costing time and money.

To fix this, we need to detect personal and cultural differences, understand what they mean, and know how to reach agreement with any person and culture.

Agreement

Part 3: Reaching Agreement Across Differences

2 modules
Empathy | Negotiation & Sales Across Cultures

Combining the cultural awareness above with best practice sales and negotiation makes this training so unique and powerful, forming dynamic professionals who are ready for international success.

Communications

Part 4: Brilliant Communications: Presentations, Proposals, Emails & Calls

2 modules
International Presentations & Proposals | International Emails & Calls

Thanks to the deep connection achieved in stage 3, every communication can be targeted to perfection, with brilliant results.

Leadership

Part 5: Vision & Empathy in Leadership Across Cultures

2 modules
Vision & Empathy Across Cultures | The Coaching Habit

Knowing how to synergise vision and empathy within a culturally diverse team awakens its competitive advantage on a global scale.

Let's start!

THE FORMATS

Option 1:

1-Week, Live-in Intensive Course

Duration

- 8 days, 7 nights
- Accommodation and meals included

Content

- All program modules
- Seminars + workshops + projects + games, dynamic and fun for maximum learning
- Complete English immersion, the fastest way to improve

Participants

- Minimum 10 and maximum 25 participants, discounts for 3 or more from one company
- Includes fluent English speaking international participants for real negotiations

Option 2:

Group Training Day Seminars

Duration

- 3 day-long sessions
 - **3 days together**- any location **OR**
 - **1 day per week** over 3 weeks- within Madrid
- 2 meals included each day

Content

- 2 - 4 modules per day
- Seminars + workshops + games, dynamic and fun for maximum learning
- Full day immersion in English

Participants

- Minimum 5 and maximum 30 participants
- Could include international participants for real negotiations

Option 3:

Individual Sessions

Duration

- 10 individual sessions
- One per week / every 2 weeks
- In-person (within Madrid city-centre)
- By Zoom video conference (all other locations)

Content

- 10 modules, time-frame to be decided
- Application of course content to individual client's needs

Participants

- Suitable for directors, team leaders or key international operators

WHAT PEOPLE SAY

"I'm amazed at the confidence it's given me."

David, Intensive Course, July 2018

"These sessions have been the turning point to approach my clients from a new and very effective perspective. An epiphany, really."

Manuel, Individual Sessions, 2017

"Learning English can be a lot of fun, especially if we use as a lever the communication between cultures. Congratulations for your work and especially for your VISION."

Luis, Intensive Course, August 2018

"It's been an interesting stage of professional development that I applied to my work directly."

Modesto, Individual Sessions, 2017

"The English immersion has allowed me to be closer than ever to the real experience."

Javier, Intensive Course, July 2018

"It's wonderful to include people from other cultures!"

Esther, Intensive Course, August 2018

"The advice has been invaluable to me in the preparation of business presentations at executive levels for multinational companies."

Juan Carlos, Individual Sessions, 2016

"The theory classes seem perfect. The course has met my expectations and I've definitely practiced English."

Lourdes, Intensive Course, July 2018

"With this course it's not necessary to go to an English speaking country to improve."

Marcos, Intensive Course, July 2018

To someone thinking of doing it?

"Don't hesitate, it's an activity that inspires you from the start, teaching you so much about communication, business, leadership and personal relationships."

Eduardo, Intensive Course, August 2018

"Just do it and don't be afraid, you'll learn English and also improve a lot as a person."

Maribel, Intensive Course, July 2018

"Do it without hesitating and without knowing anything about it, it will be a continual surprise."

Diego, Intensive Course, August 2018

COURSE DIRECTOR

Clare Cannon is a communication specialist from Sydney, Australia with more than 20 years experience in professional presentations and training. She has worked from Spain since 2015 helping professionals communicate effectively for cross-cultural business success.

Clare has worked with senior directors from large public and private companies to transform their international work. Her strategies have been applied across engineering and construction, transport manufacturing, renewable energy, information technology, television and media, agriculture, finance, and security.

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