

Transformational workcamp

Transform the ten most common mistakes made by businesses in international B2B sales into your competitive advantage

Benefits

1. Understand the ten most common mistakes made by businesses in communicating with worldwide partners.
 2. Role play solutions and transform those mistakes into your company's competitive advantages.
 3. Codify the lessons learnt into a Standard Operating Procedure, to ensure long-term impact. You can integrate it easily into your quality management system.
- **Bonus:** Have your staff learn a new attractive European language from zero. We will choose a language no participant knows already! Participants will be able to make free conversation at a cocktail party at day 3.

Skills and international differences

- Etiquette
- Dress codes
- Body language
- Diction
- Voice
- Persuasion
- Networking
- Teleconferencing
- Public speaking
- How to counter negative stereotypes

Methodology

1. We use a similar format as in an Assessment Center. During almost the entire seminar, participants will be active practicing simulated international B2B sales situations, while receiving feedback from colleagues: Public speaking, one-on-one negotiations, group discussions.
2. The techniques used to learn the surprise language will be applicable to further develop the employee's skills in communicating other languages.

3. The concrete training situations will be coordinated and tailored to your company's need. In preparation for the seminar, I will conduct interviews with 2 to 5 key employees.

Details

- 2,5 days, including lunch time and coffee breaks as training components.
- The event will be organized at your company or at a place rented by your company, or online
- You can invite up to 40 employees of your company.

Contact

E-mail: gerhard.j.ohrband@gmail.com

Website: thegomethod.org

LinkedIn: <https://www.linkedin.com/in/gerhardohrband/>

Twitter: <https://twitter.com/JOhrband>

Cellphone: 0037368026059 (works also for WhatsApp, Viber and Telegram)