

Working in.....

For entrepreneurs, business travellers and expats

Why?

Imagine: you have invested a lot of time and effort in a business trip to Oman that ends up resulting in no more than sightseeing trips and shared meals with potential business partners. Or you organize a market research in Japan and are losing all your valuable research time to a introduction ceremony that participants absolutely insist on. What do you do? And how could you've anticipated or even prevented these situations?

Whether you are an entrepreneur that wants to build a network in a foreign country or region or an expat that will manage a factory. Or whether you're a business traveller that needs to implement a project or present head office guidelines to the local team of a multi-national; you want to be well prepared. If you want your investments to truly pay off you need more than a simple list of do's and don't's.

This is why *Approba* offers you a theoretical intercultural framework based on your own business practice with instantly applicable, relevant tools that effectively direct you in your new business environment.

How?

Based on a theoretical cross cultural format while using personal or generally relevant examples from the business reality we help you to realize a successful assignment or mission. You will be given insight into:

- Successfully building and managing international teams and local offices
- Building and sustaining effective international networks
- Communicating with international customers, distributors and agents
- Managing and implementing local projects
- Creating buy-in, presenting & negotiating locally

For whom?

- For project managers and entrepreneurs on short assignments
- For expats with a longterm focus on a specific country or a region

Duration:

1 to 2 training days

Location:

To be decided

Group:

1 to 8 participants (bigger groups require a certain adjustment but are possible)

At the end of the process *Approba* guarantees clear insight into cross cultural structures with instantly applicable tools and action points specifically focused on your personal business practice.