

# COMMUNICATING INTERNATIONALLY

Have you ever negotiated or held meetings with people from other countries? Have you ever made presentations to an international audience? Have you ever asked yourself any of the following questions:

- What can I do to get my message across to these people?
- Why don't these people seem to understand what I'm saying?
- Why do I feel this isn't going as well as it should?
- How am I going to get all these people to agree on anything?
- How should I interpret what they're saying?

You're excellent at what you do in your own culture. Perhaps you are a skilled negotiator, a highly accomplished presenter or a great person to have in meetings. And now you have to work on the international stage where things are quite different.

These seminars, normally run over two or three days, will help you build on your existing core communication skills and enable you to perform much more effectively in international situations. Each seminar covers one of the following areas:

- leading and participating in international meetings
- making presentations to international audiences
- negotiating internationally

## OBJECTIVES

- To examine key factors that impact on international communication
- To explore the five key dimensions of culture that influence expectations and behaviours in presentations, meetings and negotiations
- To provide models, tips and practical advice for maximising communicative effectiveness in these situations
- To develop strategies for modifying language use for maximum effectiveness
- To practice these core communication skills and receive detailed feedback on performance from the facilitator and peers

## BENEFITS

- Understand how cultural values and perceptions impact on successful international communication
- Learn how to anticipate expectations, interpret behaviour and achieve maximum impact when communicating internationally
- Develop and build on key communication skills in international meetings, presentations and negotiations
- Appreciate the power of language in an international context

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