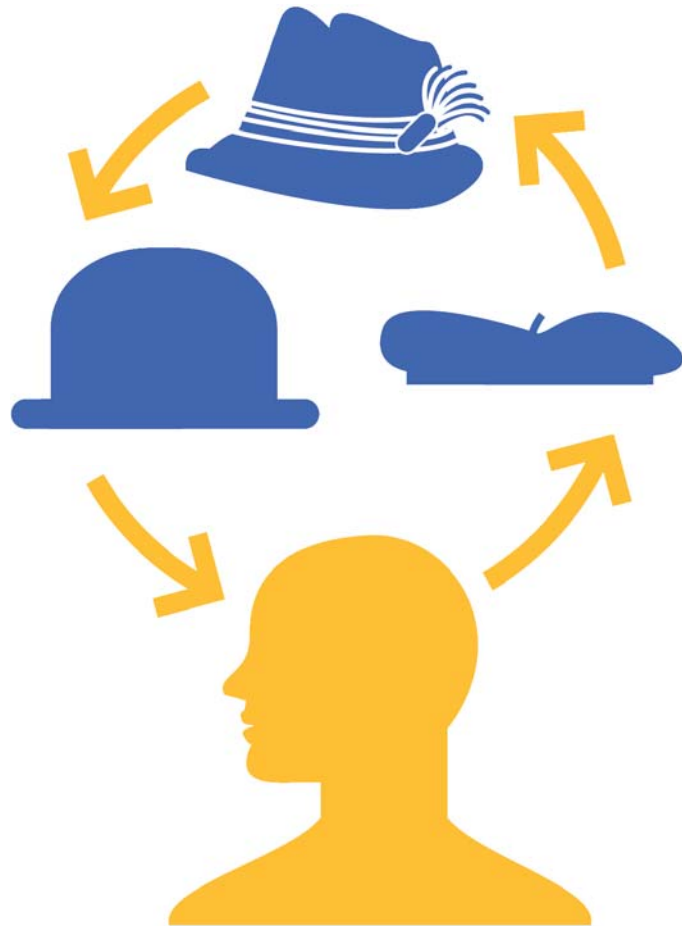


## Successful Business with the British, French and Germans



## Three hats - One head

### Intensive Performance Seminars for Professionals

- Misunderstandings cost money and waste time.  
*We all know this but do you know how to avoid them?*  
**We do, because we have not only learned about, but have also lived and worked in the British, French and German cultures.**
- We all want to reach our goals, but the journey varies greatly.  
*How much do you know about working differences and similarities?*  
**We know a lot and would be happy to share our knowledge and experience with you.**
- "Old dogs" can learn new tricks!  
There's always room for improvement.  
*Want to know more?*  
**Then, please fill out the attached form.**

# Three hats - One head

## Presentations

Would you like to convince your English speaking listeners and motivate them into taking action?

To achieve this you need to connect with your audience, give a professional performance and use carefully selected material, without forgetting to make adjustments for national listening habits.

### Training contents

1. Starting out successfully.
2. Creating enthusiastic audiences.
3. Developing catchy phrases and attention getting tactics.
4. Maintaining a clear structure.
5. Utilising conclusive closures which promote desired actions.

### Your benefit

1. Practice with individual feedback and video analysis.
2. Target your presentations to meet the expectations of the German, British and French audiences.
3. Become aware of own gestures or non-verbal behaviour and get suggestions for improvement.

## International Teams

Do you want to work more successfully with culturally diverse teams? Do you need ideas for overcoming the challenges of diversity?

Understanding individual / national patterns of doing business, as well as discovering team member's strengths and challenges, is the objective of this training.

### Training contents

1. Profiling of team members.
2. Analysing national differences and identifying similarities.
3. Creating the right team spirit for a lasting commitment.
4. Developing a trustful relationship and mutual understanding.
5. Finding realistic solutions.

### Your benefit

1. Improve your own leadership skills and increase the whole team's performance.
2. Learn how to manage diverse opinions and deal with conflicting values within a team.
3. Develop cooperation strategies for effective teamwork.

## Negotiations

How about achieving mutually-rewarding, long-lasting business relationships instead of short-term victories or profits?

This means negotiating with people instead of companies. Setting the scene and developing highly creative solutions leading to mutual understanding and satisfying results.

### Training contents

1. Evaluating and analysing your personal negotiating style.
2. Understanding non-verbal clues and interpreting signals.
3. Applying humour and politeness.
4. Structuring information and then logically framing the contents.
5. Closing the deal and follow-up.

### Your benefit

1. Find the right tone and choose suitable and convincing words.
2. Improve your communication by using body language and reading between the lines.
3. Reach realistic solutions in order to ensure reliable results.

# Three hats - One head

## Training with Angela Henke & Kerry Kennedy



### Angela Henke

German Management Trainer, born in 1951. Previously lived and worked in France and USA, currently specialising in Cross Cultural Management and International Team Training. Broad professional experience in International Marketing at Unilever, Beiersdorf, Sommer Allibert and Bongrain. Independent Management Trainer since 1992 with a large international network.

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### Kerry Kennedy

British Management Trainer, born in 1957. Qualified in USA as Personnel-Management-Specialist then worked as Human Resources Manager in the service industry. With a diverse background which combines working in Human Relations, training qualifications and her personal experiences gained while living and working in England, USA, Greece, France and Germany. Works currently as a freelance trainer.

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So, please fill out the attached form and send it to us.

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