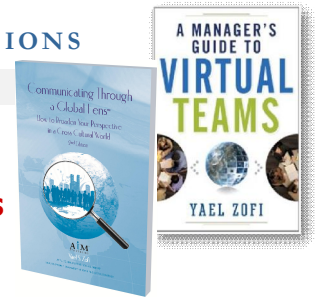


VIRTUAL TEAMS & CROSS CULTURAL COMMUNICATIONS

AIM'S EXPERTISE IN THE VIRTUAL ARENA

90-MINUTE PRESENTATION

COACHING VIRTUAL TEAMS THROUGH A GLOBAL LENS



DESCRIPTION

Today's business environment requires people at all levels who can comfortably interact with cultures other than their own. Communicating effectively in a virtual environment greatly augments your success when coaching through a global lens.

PREMISE:

Our world has transformed, and so your colleagues may sit in the next cubicle or at a workstation on another continent. How do you build productive work relationships with team members with whom you not only communicate virtually, but may not achieve true understanding with, due to cultural differences, language barriers and national characteristics?

This presentation is geared for improving cross cultural communication (CCC) techniques of individuals who work with colleagues across the globe. Expert Yael Zofi will share latest tips from her book, [Communicating Through a Global Lens, How to Broaden Your Perspective in a Cross Cultural World](#) and offer coaching suggestions from her latest book, [A Manager's Guide to Virtual Teams](#). Participants will engage in a variety of activities that will sharpen their cultural interaction skills, with special emphasis on cross cultural coaching.

TOPICS:

- Find out about the **latest trends** in the global business environment.
- Determine how different **cultural values** affect your ability to manage on a global scale.
- Discover ways to improve your **Cultural Practices IQ** / Target your countries.
- Share stories from the field where things got '**Lost in Translation**'
- **LEARN** strategies to get un-lost when coaching VTs.
- Experience cross cultural **interaction activities** to jump start your CCC.
- Review 5 clusters that comprise **CCC interactions**
- Determine **appropriate action steps** to guide you through your own CCC interactions.
- OPTIONAL: Follow a business case study to familiarize yourself with another culture.
- OPTIONAL: Experience AIM Strategies® new Cultural Lens Inventory Tool used to prepare clients to enter new cultures and focused on a 4-Phase model of cross cultural coaching: Awareness, Adaptation, Interaction and Integration.

METHODOLOGY / DELIVERY METHODS:

This workshop draws on several virtual team training programs and CCC seminars. It includes experiential exercises, client situations, field-research stories and numerous insights found in the growing body of data on virtual teams. The learning modalities used are quite varied and include brief informative inputs, interactive group discussions, subgroup work, several exercises, a group case study (based on real client situations), individual reflection, paired sharing and dialogue. We will also work with 'live' case situations provided by presenter and volunteered by participants, and end with a brief global mindset shift exercise. Handouts and resources for further exploration are provided.

NOTE: If you would like us to spend time with your group, please let us know. We are especially interested in offering 90-minute presentations or 6-8 hour workshops about virtual teams. The shorter sessions introduce people to our thinking, the longer workshops build people's skills in using our models and practical tools. For information, contact: info@aim-strategies.com.

LINKING PEOPLE MANAGEMENT WITH BUSINESS STRATEGY

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Virtual Team Training * Cross Cultural Coaching * Team Building Facilitation * Global Leadership Consulting

