



## INTERNATIONAL SKILLS TRAINING & WORKSHOPS

Research shows that over one third of international business assignments fail due to the lack of cultural proficiency of employees or the lack of a global mindset within a company costing U.S. business up to \$2billion per year. To address this, ISI has teamed with the Intercultural Management Institute (IMI) to equip companies to perform more effectively in an international business environment.

Our customized training programs and workshops develop skills and provide solutions to help your people overcome challenges that come with international business.

### Training program/workshop features:

- Customized program length and training content based on client's needs and availability
- Highly interactive and delivered by professionals with extensive experience in international business
- Focus on process and results with included evaluations and assessments
- Can be delivered at the client's site for individuals or groups
- Educational credit available through American University
- SHRM Professional Development Credits available for HR and Management professionals

### Benefits to your company:

- Provide the skills and knowledge to help your company be more competitive in international markets
- Prepare staff for international assignments, whether relocating, working on an international project or simply visiting international markets
- Create a 'global' mindset across the entire company to support and manage your company's international efforts
- Empower staff at every level to better represent your company internationally and negotiate more effectively with clients and partners



Training on building global mindsets



Luncheon discussion on managing different cultures

### Sample topics *(customized to participant needs)*

- Negotiation across cultures
- "Doing Business In" Series (market specific)
- Marketing to an international audience
- Building a global mindset across the organization
- Leading multicultural teams
- Preparing for international relocation or short term assignments
- Working in globally dispersed/virtual teams
- Selecting and managing international partners
- Training of trainers



Skills workshop – international negotiation

**Our training programs and workshops combine the expertise of two organizations, emphasizing process and results to ensure our clients are fully equipped to perform in an international setting.**

**ISI Consultants** assists U.S. companies across industry sectors to enter or further expand their business in international markets. Our lead consultants have a minimum of 15 years of specialized knowledge and hands-on international business experience, allowing our clients to save time and money by reducing their learning curve and minimizing the risk of costly missteps. And with our results-oriented approach, we don't just advise you on what to do to be successful – we work with you to get it done.

**The Intercultural Management Institute (IMI)**, part of American University in Washington, DC., is one of the oldest, professional intercultural and cross-cultural training and education providers in the world. IMI offers intercultural training programs that prepare employees at every level of an organization to perform across geographic, linguistic, and cultural divides. We practice a customer-centered approach that uses our client's intercultural strengths to design context-appropriate strategies.

#### Previous clients

Booz Allen Hamilton  
Boston Consulting Group  
Bureau of Educational and Cultural Affairs  
Discovery Channel Global Education Partnership  
Institute of International Education  
International Monetary Fund

Stihl Incorporated  
Teva Pharmaceuticals  
United Arab Emirates Government  
United States Marine Corps  
U.S. Embassies  
U.S. Department of State

**INTERCULTURAL  
MANAGEMENT  
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 SCHOOL of PROFESSIONAL & EXTENDED STUDIES  
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**Contact us to find out more about how  
we can give your company a competitive  
edge in international markets**

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