



CULTURAL SAVVY CROSS-CULTURAL PROJECTS – HIGHLIGHTS

Beijing Olympics & Pan American Games

Cultural Savvy was engaged by the US Olympic Committee to help management, staff and athletes understand Chinese culture and prepare for the 2008 Beijing Olympics. Between 2006 - 2008, the Cultural Savvy team facilitated training sessions at USOC headquarters in Colorado Springs, numerous locations around the U.S. and onsite in Beijing. Cultural Savvy was the first outside cultural consulting firm hired in this capacity. Cultural Savvy also provided briefings and onsite support for the Pan American Games in Brazil in 2007.

Global Leadership Coaching for Executive Committee

Global non-profit organization came to Cultural Savvy to design an executive coaching initiative for the Executive Committee. The Committee included members from several global locations. In addition, English was not the native language of the entire group. Numerous challenges were to be addressed to enable them to become more culturally competent global leaders, work and communicate effectively as a leadership team and with their global membership and employees, create a more inclusive environment, build trust and successful global relationships, and further define the corporate culture.

New Employee Cultural Orientation

Leading Japanese financial organization engaged Cultural Savvy to design and facilitate an online orientation training for all new hires.

Working Effectively with Israelis

Series of online immersion workshops to assist US aerospace company understand how to work with a newly acquired Israeli company. The challenges of developing a successful hybrid corporate culture were a key focus of the training.

Preparing Team for Extended Site Visit to Ireland

Major automotive company hired Cultural Savvy to provide a pre-departure training for a team going to Ireland for several weeks. In addition to important logistical considerations, the team learned key Irish cultural concepts and recommendations for collaboration with Irish employees.

Business Protocols and Considerations: Doing Business in the Persian Gulf

Cultural Savvy and its Middle East Practice senior partner designed a briefing to provide senior company leaders with insights about multilayered environments and the major cultural forces in the society that define business behaviors in the UAE. The briefing explored how astute companies can incorporate these insights into successful strategies for marketing, negotiating, conflict resolution, and building the relationships that lead to long-term business ties and profitability.

Cross-Cultural Training and Teambuilding for US & Japanese Teams

Multi-faceted teambuilding project for a client's team of U.S.-based engineers and Japan-based engineers. Team of its Japan-based engineers was working together to make a new card for a new product that will be built in Japan. This was the first time that this group of people had worked together. Project included training facilitation for the US team, the Japanese Team, and a joint teambuilding session, plus follow up focusing on working effectively in virtual teams.

China Executive Briefing

US company facing numerous challenges and issues with regard to their subsidiary in Shanghai. The client requested assistance to help both teams learn to work more effectively together. Initial project included four phases: onsite for US executives & engineers; onsite interviews and coaching with team in Shanghai; debriefing onsite in US to include strategic planning; joint sessions with US and Chinese teams.

New Manufacturing Plant Opening in Singapore

Multi-faceted project including:

- Expatriate Pre-departure Coaching
- Interviewing in Singapore: Important Core Cultural Concepts & Variables to Consider when Interviewing and Hiring in Singapore
- Lead Trainers Workshop: Training focusing specifically on the training needs of the Lead trainers who will work with new hires from Singapore.
- Managers Workshop: Key areas of focus include effective business communication; getting information & making requests; reaching agreement; getting & giving feedback; interviewing & hiring in Singapore; subordinate/boss relationships; managing a multicultural workforce; comparison of business & communication styles; leadership; project management; quality & safety issues.

Working Effectively in Global Virtual Teams with Indian IT Professionals

Client established its own offshore subsidiary company in India several years ago. The Indian technical teams are responsible for working collaboratively with Americans on an array of technical projects. These activities may include technical product design as well as software development and maintenance. The company and Cultural Savvy organized

a series of cross-cultural workshops to assist 200 of its U.S.-based technical project managers, team leaders and team members and other employees. The main goal was to help them develop an understanding of the Indian mindset and be able to communicate more effectively with their Indian counterparts in the offshore virtual work environment. The goal of this professional development initiative through cross-cultural understanding and training was to build and sustain high performance U.S.-India teams and achieve improved communication, work processes and productivity between the two sides.

Product Sourcing in India

A direct marketing company sourcing a large number of products in India wanted to prepare for a buying mission to source new products and continue to build relationships with local partners and vendors.

Working Effectively with Company's Japan Team and Japanese Government Health Officials

A leading healthcare company sells critical therapies to Japan, working through their local subsidiary. Managers at headquarters have to deal with Japan frequently regarding customer & quality issues. In addition, the company has to prepare for visits by regulatory authorities from the Japanese Health & Welfare Ministry. The company felt that the US team needed to better understand Japanese values and how to work more effectively with their counterparts in Japan. Also, the actual site of the inspection was reviewed to focus on important considerations such as cleanliness and organization.

Leveraging Global Cultural Awareness - A Keynote Presentation

Global company planned an international leadership forum and asked Cultural Savvy to present a keynote presentation as the kickoff of the forum. Approximately 80 participants representing several countries including China, India, German, France and Mexico, and the U.S. were in attendance.

Being Successful in the USA: Living, Working and Communicating Effectively with Americans

A global company headquartered in the United Kingdom recognized the need for global cultural awareness training as a starting point for building and sustaining a global competitive edge. The first program was an executive coaching session for three executives to assist them better understand how to work successfully with Americans and in the USA business environment. This workshop and coaching session focused on important USA-UK Business differences, including meeting differences, discussion styles, USA Business environment and interpersonal relationships.

Expatriate Executive Pre-departure Coaching – Switzerland & China

A leading global manufacturer of heavy equipment engaged Cultural Savvy to assist two senior executives prepare for relocation to two leading markets – China and Switzerland. Given the level of awareness and international experience, the focus was directed to mission critical business strategies for, working effectively with corporate entities, subsidiaries and plants of various business segments, developing best practices in order to achieve common synergies.

Working Effectively with French Customers

US aerospace company needed assistance in helping their team understand and work more effectively with their French customers. Analysis and strategy session focused on developing action plans to address the issues of communication challenges, business meetings, giving and receiving information, managing deadlines, and quality concerns.

Preparing for a Major Inspection by Chinese Health Organization

A leading global healthcare company needed to prepare several facilities for perhaps the first inspection of this type in the USA. The objective was to ensure every discussion and activity involving client personnel and the Chinese inspection team created a comfortable, clarifying, collaborative, productive and positive experience for both sides.

Global Conference Workshop – Cross-cultural Team Building

An International non-profit membership society of professionals engaged Cultural Savvy to develop a day-long program on cross-cultural team-building skills to enhance the leadership roles for their student members in local chapters.

Cross-border Team Building for American Client and Brazilian Customer

Struggling with numerous challenges, project delays, communication breakdowns, Cultural Savvy designed sessions for both the US client and the Brazilian customer, providing an opportunity for both sides to openly discuss major issues and objectives, facilitated by a US-Brazil expert.

Workshop for Pharma Company Preparing for Clinical Trials in Japan and China

Cultural Savvy was engaged to design and customize a training program for scientists who were planning to conduct clinical trials in Japan and China. The Cultural Savvy training team had expertise in the medical and pharma fields.

Executive Coaching for Chinese Automotive Company in US.

One-on-one and group coachings for top executive and management team were facilitated by Cultural Savvy senior China expert. The key objective was to assist management understand how to effectively manage a US-based organization.