



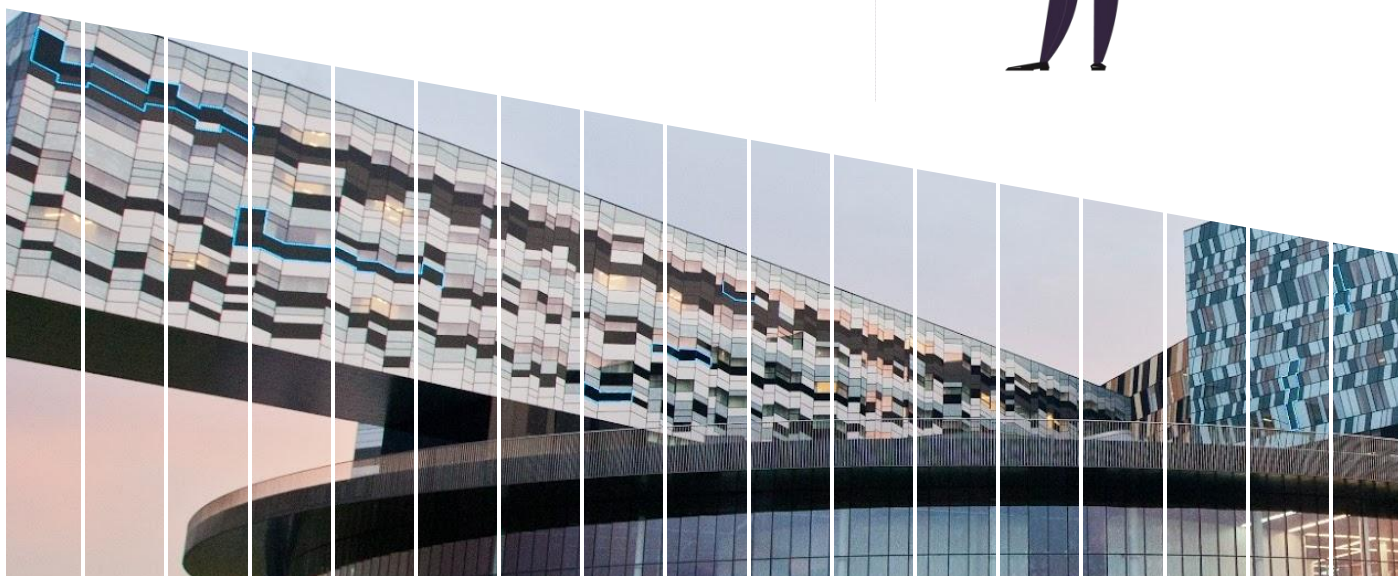
СКОЛКОВО  
Московская Школа управления

# Intercultural

SKOLKOVO Open Enrollment Programme

September 20, 2017 – September  
22, 2017

# Programme Objectives



## Programme Objectives

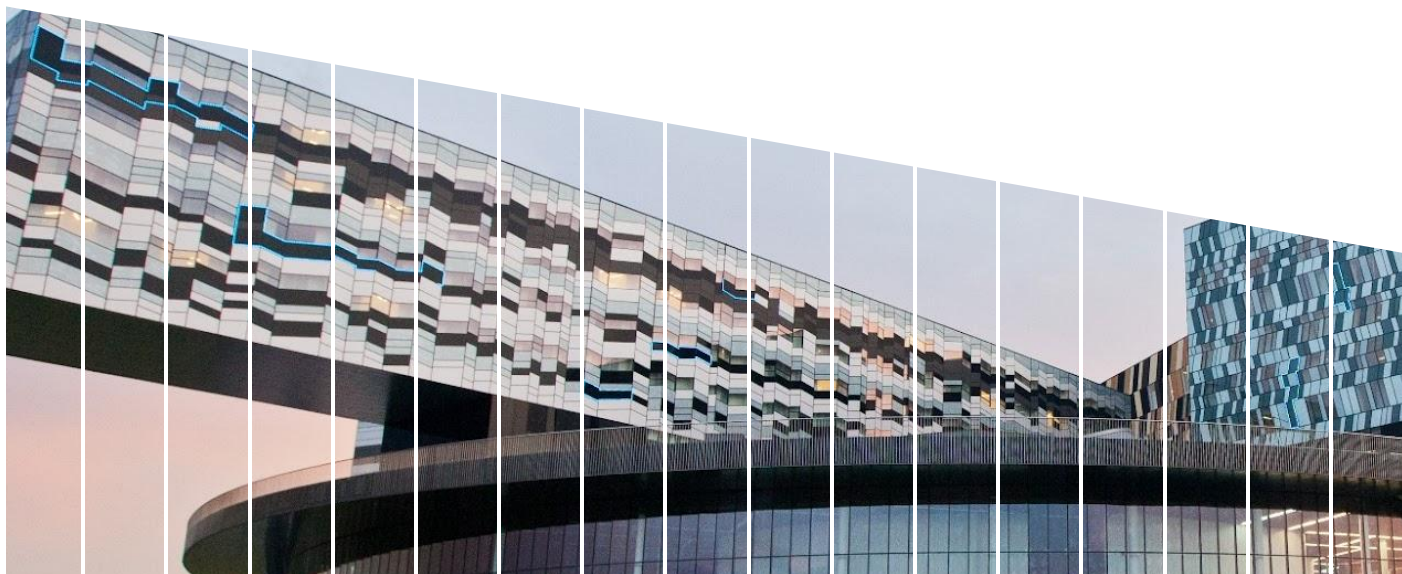
Open enrollment programme for managing directors of international development, focusing on overcoming cultural barriers

The programme will benefit participants who want to:

- Improve communication efficiency with international partners
- Build confidence in successful and effective interaction with people of diverse cultures
- Develop skills for communicating, negotiating and decision making across cultures



# Faculty





## Programme Professor

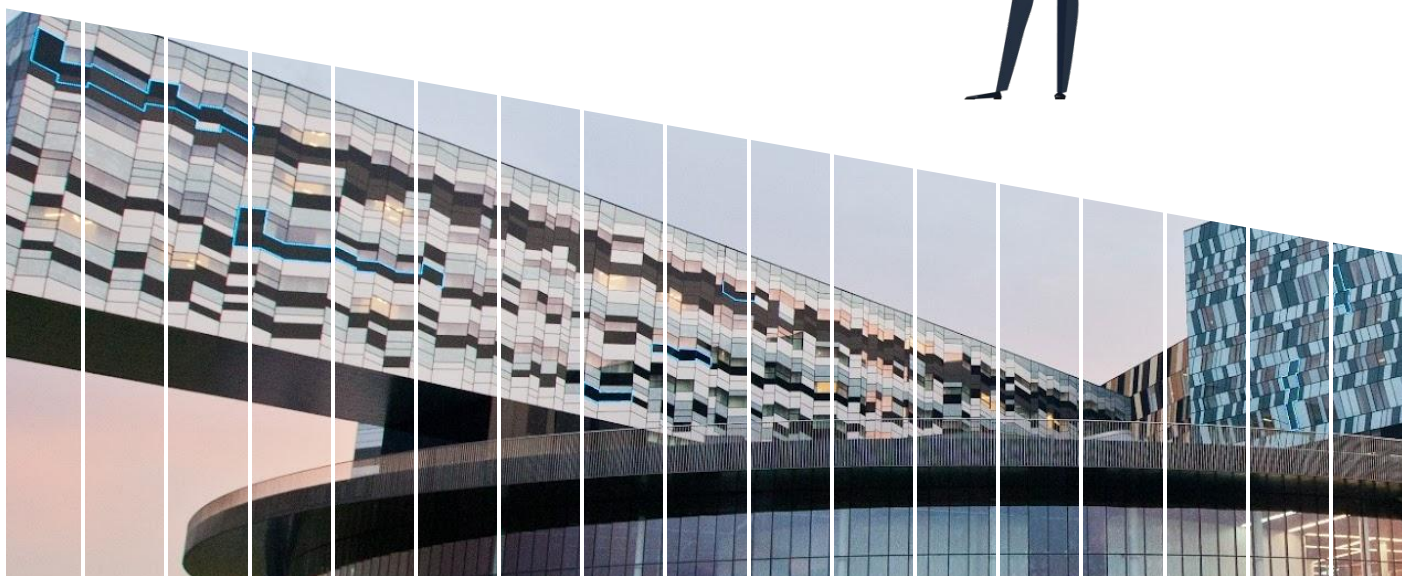
- His areas of interest and expertise are Globalization and Integration, Global Leadership, Change, and Dilemma Management, High Performing Teamwork and Intercultural Competence, and the process of Innovation and Entrepreneurship.
- Maarten facilitates some of Duke CE's premier executive development courses worldwide and collaborates with various international business schools especially Tuck School of Business at Dartmouth College, Cornell University and the Indian School of Business, in Hyderabad, India



**MAARTEN ASSER**

**Professor of leadership  
Duke Corporate Education**

# Programme Structure



## Communication

Acquiring knowledge and skills required for the «Global» leader

Understanding cultural features, motivation and objective of the partner

Adapting communication styles to partner's cultural context

Relationship maintenance with the key stakeholders

## Relations

Managing international teams

Building long-term relationships

The role of status and hierarchy in culture

Result-oriented or process-oriented

## Management

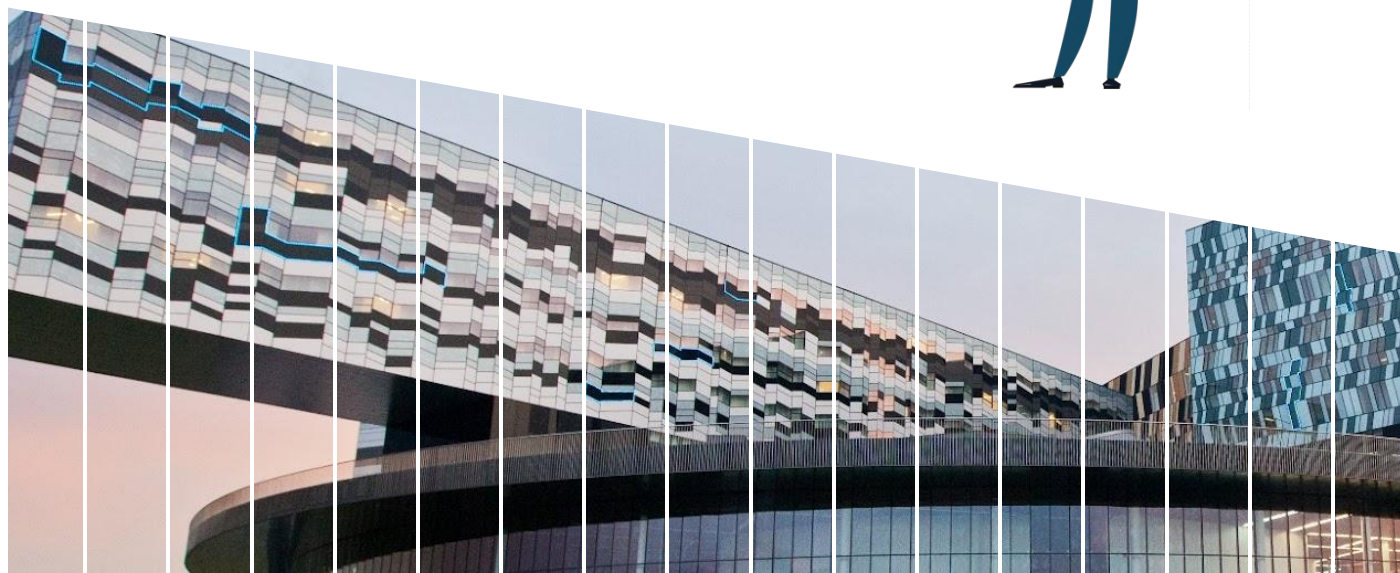
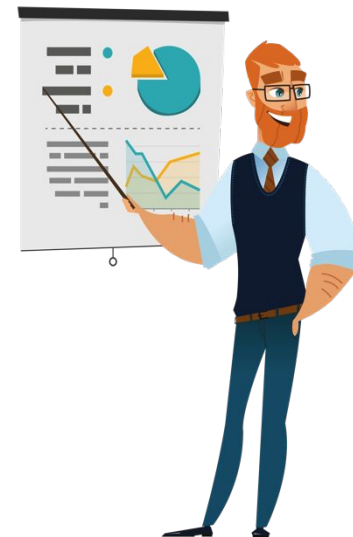
Time flow and terms of decision making

Global standards and local features

Visionary and Intercultural communication

Leadership competencies on «vertical» business development

## Programme Details





## Programme Details

- **DURATION** : 20 - 22 September 2017, 9:00 - 18:00

- **COST** : RUB 180,000

The fee includes: teaching materials, meals,  
parking, simultaneous interpreting

- **SPECIAL OFFERS:**

### EARLY BIRD

if paid by September 20, 2017

1 participant - RUB 148 500

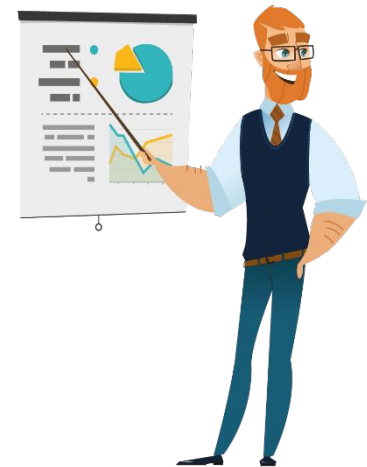
3 - 6 participants - RUB 140 250

7 - 9 participants - RUB 136 950

10 and more places - RUB 132 000

- **AFTER THE COMPLETION OF TRAINING, EACH PARTICIPANT WILL RECEIVE:**

Certificate of advanced training



## Audience



# Target Audience of the Programme

## Position



Managing director/  
Owner



International development,  
strategy, sales, communication  
director



International  
project manager

## EXECUTIVE CONSULTANTS



**Anna Semenova**  
**+7 985 361 61 86**  
*Anna\_Semenova@Skolkovo.ru*



**Nina Shurchkova**  
**+7 925 099 05 37**  
*Nina\_Shurchkova@skolkovo.ru*



**Vera Startseva**  
**+7 963 693 39 85**  
*Vera\_Startseva@Skolkovo.ru*



## EXECUTIVE CONSULTANTS



**Olesya Titova**  
**+7 906 721 37 50**  
*Olesya\_Titova@Skolkovo.ru*



**Oxana Trifonova**  
**+7 903 615 03 42**  
*Oxana\_Trifonova@Skolkovo.ru*

## OPEN ENROLLMENT PROGRAMMES

### Audience:

Entrepreneurs, managing and functional directors, project managers

### Duration:

2-12 days

### Language:

English + Russian  
with simultaneous interpreting

### Cost:

From RUB 50,000 per day



THANK YOU!

