

...occorre saper affrontare grandi complessità  
per riuscire a ottenere soluzioni semplici

Coaching & Talents for a new path

# Doing Business in English NOW



- TO DO List**
- stop worrying about mistakes
  - stop studying English
  - stop everything
  - dial 800 466 445 and hire a Coach

studio **ODS**

Consulenza Formazione Ricerca per lo Sviluppo delle Risorse Umane

# Doing Business in English NOW

**Doing business** = making and developing contacts, closing deals, supplying services, going forwards, being successful...

## Objective

Give you the necessary confidence to conduct business in English.

We all have our own style, our own way of communicating, handling business relationships. When we switch to a second language we lose our confidence: we no longer feel at ease, our skills do not all transfer automatically to the new environment.

The objective of our sessions is to **transfer your skills into English and regain your confidence**.

## What happens

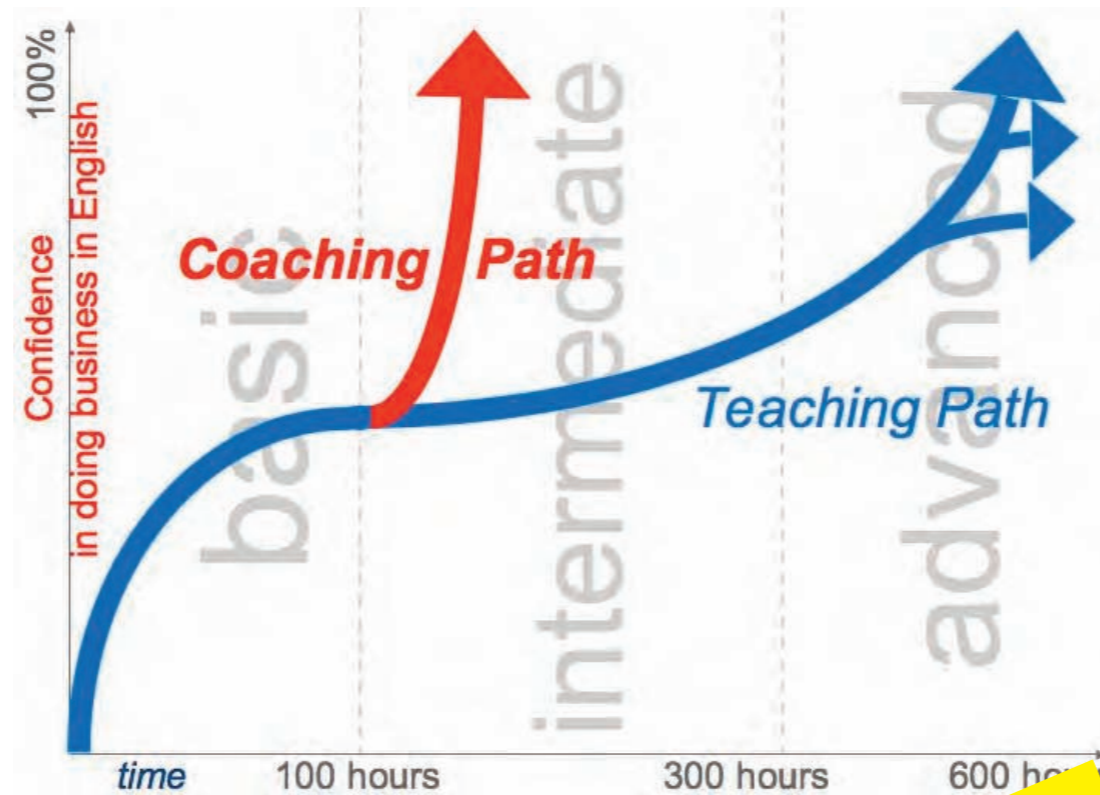
Speaking our own language we don't think about the words and structures we are using, we think about the concept we want to express. **You can do the same thing in English**: stop worrying about whether you are using the right words or structures and **concentrate on all the other powerful communication tools you have**.

The first condition for performing well in English is **not feeling scared**. There are two common sources of fear and worry:

- ❖ We think that to perform well we must reach an advanced level of English. The truth is, however advanced a level we reach, on its own it will never be enough.
- ❖ When we miss a single spoken word or phrase we panic and feel lost. The truth is that we miss words in our own language and we neither panic nor feel lost.

With the help of your coach you will:

1. use to the full what you already know.
2. confidently manage the dynamics of comprehension.



## How we can tackle these issues

With the help of an experienced coach you can transfer your natural and learnt skills to the new environment. His contribution goes far beyond helping you find the correct word or structure, he coaches you in

- ❖ effectively **handling your emotional reactions**, providing you with better explanations, suggestions, tactics and direct experiences
- ❖ efficiently mastering the dynamics of communication, leading you and guiding you to **identify, consolidate and develop your personal skills**
- ❖ **building on what you can already do** while adhering to your personal style.

Howard Scott's skills and experience ensure that you progress on all these fronts.

**MORE THAN TWENTY years of experience** working in Italy as a teacher, company director, university professor and language specialist: he is both bi-lingual and **bi-cultural**. This gives him a natural insight into the issues facing an Italian wanting to do business in English.

His **sound experience, coaching consistent talents set and proven emotional abilities** ensure the effectiveness of each coaching session.

please visit [www.studio-ods.it](http://www.studio-ods.it)

- further information
- read some case studies
- book your trial session

**It is simple: the more confident we feel, the more we relax, the more we naturally activate all our communication skills and get on with our business.**

## Coaching & Talents

# DOING BUSINESS IN ENGLISH **NOW**

**destinatari:** manager, chiunque deve gestire business in inglese

**durata:** 50 ore

### contenuti

- ◆ gestione riunioni
- ◆ gestione colloqui
- ◆ gestione presentazioni
- ◆ business writing
- ◆ ...

### forme di attivazione

- ◆ personal coaching
- ◆ team coaching
- ◆ long distance coaching
- ◆ intensive coaching

**program director** Howard T. Scott

**per informazioni e iscrizioni:**

**[coaching@studio-ods.it](mailto:coaching@studio-ods.it) - numero verde 800 466 445**

I programmi di sviluppo manageriale dello studio ODS sono stati adottati con successo da numerose organizzazioni, tra cui:

ALENIA AERONAUTICA - BOEHRINGER INGELHEIM ITALIA - CASSA DI RISPARMIO DI GENOVA  
CARVICO - DOMPÉ FARMACEUTICA - GRUPPO INDUSTRIE DE NORA - GUCCI GROUP - LEASE  
PLAN ITALIA - RIETER ITALIA - SCHNEIDER ELECTRIC - TENARIS - UBISOFT ITALIA - UCB PHARMA  
VOLKSWAGEN FINANCIAL SERVICES - VOLVO TRUCK ITALIA - ZURIGO ASSICURAZIONI