

TRAINING ON INTERNATIONAL BUSINESS



+91 7842430123

contact@pertecnica.in



7th Floor, Dega Towers,
Rajbhavan Road, Hyderabad



www.pertecnica.net

ABOUT US

Welcome to Pertecnica, where knowledge meets expertise! As a leading employee training institute, we specialize in a diverse range of sectors, providing top-notch induction trainings, refresher courses, and elevating skills through our upgradation programs. We take pride in offering mandatory trainings that ensure compliance and safety trainings across various sectors/industries especially in the dynamic sector of International business. At Pertecnica, we are your partners in growth, fostering a culture of continuous learning and development. Join us on a transformative journey.



+91 7842430123

contact@pertecnica.in



7th Floor, Dega Towers,
Rajbhavan Road, Hyderabad



www.pertecnica.net

INDUCTION TRAININGS

- International business

Introduction to International Business:

- Overview of the global business landscape, international markets, and trade dynamics.
- Understanding the impact of globalization on business strategies and operations.
- Introduction to key international business theories and frameworks.

Cross-Cultural Communication and Global Etiquette:

- Training on effective communication in diverse cultural contexts.
- Understanding cultural nuances, customs, and business etiquette in international settings.
- Practical scenarios and role-playing exercises to enhance cross-cultural communication skills.

Global Market Entry Strategies:

- In-depth training on various market entry strategies, including export, joint ventures, and subsidiaries.
- Analyzing the risks and benefits associated with different market entry approaches.
- Case studies on successful and unsuccessful market entry experiences.

○



- **International Trade and Regulatory Compliance:**
 - Comprehensive training on international trade regulations and compliance standards.
 - Understanding customs procedures, tariffs, and trade documentation.
 - Ensuring adherence to legal and regulatory requirements in global business transactions.
- **Global Supply Chain Management:**
 - Training on optimizing supply chain operations in an international context.
 - Understanding logistics, transportation, and inventory management on a global scale.
 - Strategies for mitigating risks and disruptions in global supply chains.
- **International Finance and Currency Management:**
 - In-depth knowledge of international financial markets and currency exchange.
 - Training on managing foreign exchange risk and currency fluctuations.
 - Implementing financial strategies for effective international financial management.
- **Global Business Negotiation and Deal-Making:**
 - Advanced negotiation skills for international business deals.
 - Understanding cultural influences on negotiation styles and approaches.
 - Case studies and simulations for hands-on experience in global deal-making.
- **Political and Economic Risk Analysis:**
 - Training on analyzing political and economic risks in different international markets.
 - Understanding geopolitical factors that may impact business operations.
 - Developing risk mitigation strategies for navigating complex global environments.



REFRESHER TRAININGS

- International business

- **Global Market Trends and Updates:**
 - Staying current with the latest trends and developments in the global business environment.
 - Analysis of emerging markets, industry shifts, and economic indicators.
 - Regular updates on geopolitical events and their potential impact on international business.
- **Advanced Cross-Cultural Communication Skills:**
 - Refreshing and enhancing cross-cultural communication skills for effective global collaboration.
 - Case studies on recent cross-cultural communication challenges and success stories.
 - Role-playing exercises to practice adapting communication styles in diverse cultural contexts.
- **Advanced International Negotiation Strategies:**
 - Advanced negotiation techniques for complex international business deals.
 - Training on handling negotiation challenges, such as cultural differences and power dynamics.
 - Simulation exercises to practice and refine negotiation skills in a global context



- **Innovation and Technology in Global Business:**
 - Exploration of the latest technological trends impacting global business.
 - Training on leveraging technology for efficiency in international operations.
 - Case studies on innovative business models and successful technology adoptions.
- **Global Regulatory Compliance Updates:**
 - Staying updated on changes in international trade regulations and compliance standards.
 - Training on new customs procedures, tariffs, and documentation requirements.
 - Ensuring ongoing compliance with evolving legal and regulatory landscape.
- **Sustainable Practices in Global Business:**
 - Training on integrating sustainability into international business strategies.
 - Understanding the importance of corporate social responsibility (CSR) on a global scale.
 - Case studies on companies successfully implementing sustainable practices in international operations.
- **Crisis Management and Global Business Resilience:**
 - Advanced training on crisis management strategies for international business.
 - Simulation exercises for handling crises such as geopolitical tensions, natural disasters, or pandemics.
 - Developing resilience plans to ensure business continuity in challenging global scenarios.
- **Global Networking and Relationship Building:**
 - Refreshing networking skills for building and maintaining international business relationships.
 - Training on virtual networking tools and platforms.
 - Strategies for cultivating and sustaining global professional connections.



SKILL UPGRADATION PROGRAMME

- International business

- **Global Leadership and Team Management:**
 - Developing leadership skills for managing multicultural teams in international business.
 - Cross-cultural team-building exercises to enhance collaboration.
 - Strategies for effective communication and motivation across diverse team members.
- **Strategic Global Market Analysis:**
 - Advanced training on market research methodologies for global markets.
 - Analyzing market trends, competitive landscapes, and consumer behavior on a global scale.
 - Application of data analytics and business intelligence tools for strategic decision-making.
- **International Trade Finance and Risk Management:**
 - In-depth knowledge of trade finance instruments and mechanisms.
 - Training on managing financial risks associated with international transactions.
 - Understanding credit risk assessment and mitigation strategies in global trade.



- **Digital Transformation in International Business:**
 - Exploration of digital technologies transforming global business operations.
 - Training on implementing e-commerce, digital marketing, and online presence strategies.
 - Leveraging technology for supply chain optimization and logistics in international trade.
- **Advanced Negotiation and Contract Management:**
 - Advanced negotiation skills for complex international agreements and contracts.
 - Drafting and managing international contracts with legal and compliance considerations.
 - Simulation exercises for practicing negotiation and contract management in diverse cultural contexts.
- **Global Supply Chain Optimization:**
 - Advanced training on optimizing international supply chain networks.
 - Strategies for reducing lead times, minimizing costs, and improving efficiency.
 - Understanding the impact of geopolitical factors on global supply chain resilience.
- **Cultural Intelligence and Global Business Ethics:**
 - Training on developing cultural intelligence for ethical decision-making in global business.
 - Case studies on ethical challenges in international business operations.
 - Strategies for fostering a corporate culture that values ethical behavior in diverse cultural contexts.
- **Strategic International Partnerships and Alliances:**
 - Training on identifying and establishing strategic partnerships on a global scale.
 - Understanding the dynamics of international alliances and collaborations.
 - Developing negotiation and relationship-building skills for successful partnerships.



MANDATORY TRAINING

- International business

- **Global Compliance and Regulatory Training:**
 - In-depth training on international trade regulations, export controls, and sanctions.
 - Understanding compliance requirements imposed by various countries and regions.
 - Regular updates on changes in global trade laws and regulations affecting international business.
- **Anti-Corruption and Bribery Prevention:**
 - Training on anti-corruption laws such as the Foreign Corrupt Practices Act (FCPA) and UK Bribery Act.
 - Understanding the risks associated with bribery and corruption in international business.
 - Implementing internal controls and ethical business practices to prevent corrupt activities.
- **International Contract and Legal Compliance:**
 - Training on drafting, negotiating, and managing international contracts.
 - Understanding legal considerations in cross-border transactions.
 - Compliance with international business laws, intellectual property rights, and dispute resolution mechanisms.



- **Cross-Cultural Sensitivity and Diversity Training:**
 - Training on cultural intelligence to navigate diverse business environments.
 - Understanding cultural nuances in communication, negotiation, and decision-making.
 - Fostering an inclusive workplace culture that values diversity and promotes cross-cultural understanding.
- **Global Data Protection and Privacy Compliance:**
 - In-depth training on international data protection laws and regulations.
 - Implementing measures to ensure the secure handling of personal and sensitive data.
 - Compliance with data privacy standards, such as the General Data Protection Regulation (GDPR).
- **International Trade Finance Compliance:**
 - Training on compliance requirements related to international trade finance transactions.
 - Understanding the role of financial institutions and regulatory bodies in global finance.
 - Implementing anti-money laundering (AML) and know your customer (KYC) procedures.
- **Ethics and Corporate Social Responsibility (CSR):**
 - In-depth training on ethical considerations in international business practices.
 - Understanding the principles of corporate social responsibility on a global scale.
 - Case studies on companies integrating ethical and sustainable practices into their international operations.
- **Security and Crisis Management in International Business:**
 - Training on security measures for international travel and business operations.
 - Crisis management protocols for handling emergencies, political instability, and natural disasters.
 - Ensuring the safety and well-being of employees and assets in diverse global locations.



SAFETY TRAINING

- International business

- **Travel Safety and Security Training:**
 - Guidelines for safe international travel, including personal safety tips and security measures.
 - Understanding cultural differences and potential risks in different regions.
 - Emergency response protocols and resources for employees traveling abroad.
- **Global Crisis Management and Business Continuity:**
 - Training on crisis management strategies for international business operations.
 - Developing and implementing business continuity plans for global scenarios.
 - Regular drills and simulations to ensure preparedness for unexpected crises.
- **Cybersecurity and Information Protection:**
 - Training on cybersecurity best practices for protecting sensitive business information.
 - Guidelines for secure communication and data transfer in international settings.
 - Awareness of cyber threats specific to different regions and industries.



- **Supply Chain Security and Risk Mitigation:**
 - Understanding the risks associated with global supply chains and logistics.
 - Implementing security measures to protect goods in transit.
 - Strategies for identifying and mitigating risks in international supply chain networks.
- **Emergency Evacuation and Personal Safety Protocols:**
 - Training on emergency evacuation procedures for international offices and facilities.
 - Understanding evacuation routes and assembly points in various locations.
 - Personal safety measures for employees during emergencies or natural disasters.
- **Crisis Communication and Stakeholder Management:**
 - Effective communication strategies during crises in international business.
 - Coordinating communication with internal and external stakeholders.
 - Media relations and public relations training for managing the reputation of the organization during crises.
- **Physical Security in International Business Premises:**
 - Guidelines for securing physical premises, including offices and warehouses.
 - Implementing access control measures to restrict unauthorized entry.
 - Training on handling security incidents and working with local law enforcement.
- **Cultural Sensitivity and Personal Safety Awareness:**
 - Training on cultural intelligence for personal safety in diverse global environments.
 - Understanding cultural norms, customs, and potential risks.
 - Promoting awareness and respectful behavior to enhance personal safety.

