

TRAINING ON **INTERNATIONAL BUSINESS**







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.







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.

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• 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 dealmaking.

• 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:

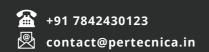
- Training on integrating sustainability into international business strategies.
- Understanding the importance of corporate social responsibility (CSR) on a global scale.
- Case studies on companies successfully implementing sustainable practices in international operations.

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.







• <u>Digital Transformation in International Business:</u>

- 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:

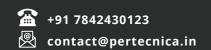
- In-depth training on international trade regulations, export controls, and sanctions.
- Understanding compliance requirements imposed by various countries and regions.
- Regular updates on changes in global trade laws and regulations affecting international business.

• 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.





