

ICCM.

EXECUTIVE CULTURAL COACHING



ADAPT. PREPARE. PROSPER.

While traditional workshops may be effective to develop a general baseline of cultural competence, your business has specific objectives and you need specific insights on high visibility projects. Whether it is a critical overseas negotiation or a highly publicized product roll out in a new market, ICCM will provide you with the preparation and practice that will position you for global business success. ICCM coaches will spend time with you to gain an understanding of your business, your goals, and your learning preferences. Our cadre of coaches will then partner with you to design a personal curriculum tailored to your needs, work with you one-on-one to help you meet your international business objectives, and help you

track progress towards your goals. Rather than traditional coaching that works on a long-term retainer basis, our executive cultural coaching relies on targeted event-based interventions that allow you to focus on a specific international challenge.

OBJECTIVES

1. Understand how other cultures may interpret your style
2. Learn to adjust your style when needed
3. Gain insight on how specific business processes differ across cultures
4. Identify performance blind spots and derailleurs that may seem minor, but can significant within other cultures

RESULTS

1. Increased Self-Awareness and enhanced performance
2. Save time by focusing on tailored business topics
3. Gain feedback from a loyal source focused on your development as a global leader
4. Increased success in targeted international projects

LOGISTICS

1. Meet with you to gain an understanding of your current business needs
2. Prepare a custom coaching curriculum
3. Work with you on your schedule to develop targeted competencies

REGISTRATION & INFORMATION:
ICCMGLOBAL.COM • ICCM@FIT.EDU

**ALL PROGRAMS ARE DESIGNED
AND TAILORED TO MEET THE
SPECIFIC NEEDS OF YOUR
ORGANIZATION.**



Florida Institute of Technology
Institute for Cross Cultural Management

The Third Eye Process

Providing cultural tools that help you make better decisions.

Investigation

We use precise scientific methods to accumulate intellectual capital and ask informed questions to understand our clients' cultural problems and predict outcomes.



Integration

We leverage our real-world experience and insights to understand the unique challenges of our clients and to develop customized targeted solutions.

Internalization

We use a human-centered approach that moves beyond simply providing information, enabling global leaders to eliminate anxiety, become more comfortable with complex cultural situations, and intuitively solve problems.

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ACHIEVE LEARNING GOALS THAT
MEET THE SPECIFIC INSTRUCTIONAL
NEEDS OF AN ORGANIZATION.**