

DEVELOPING PEOPLE INTERNATIONALLY:

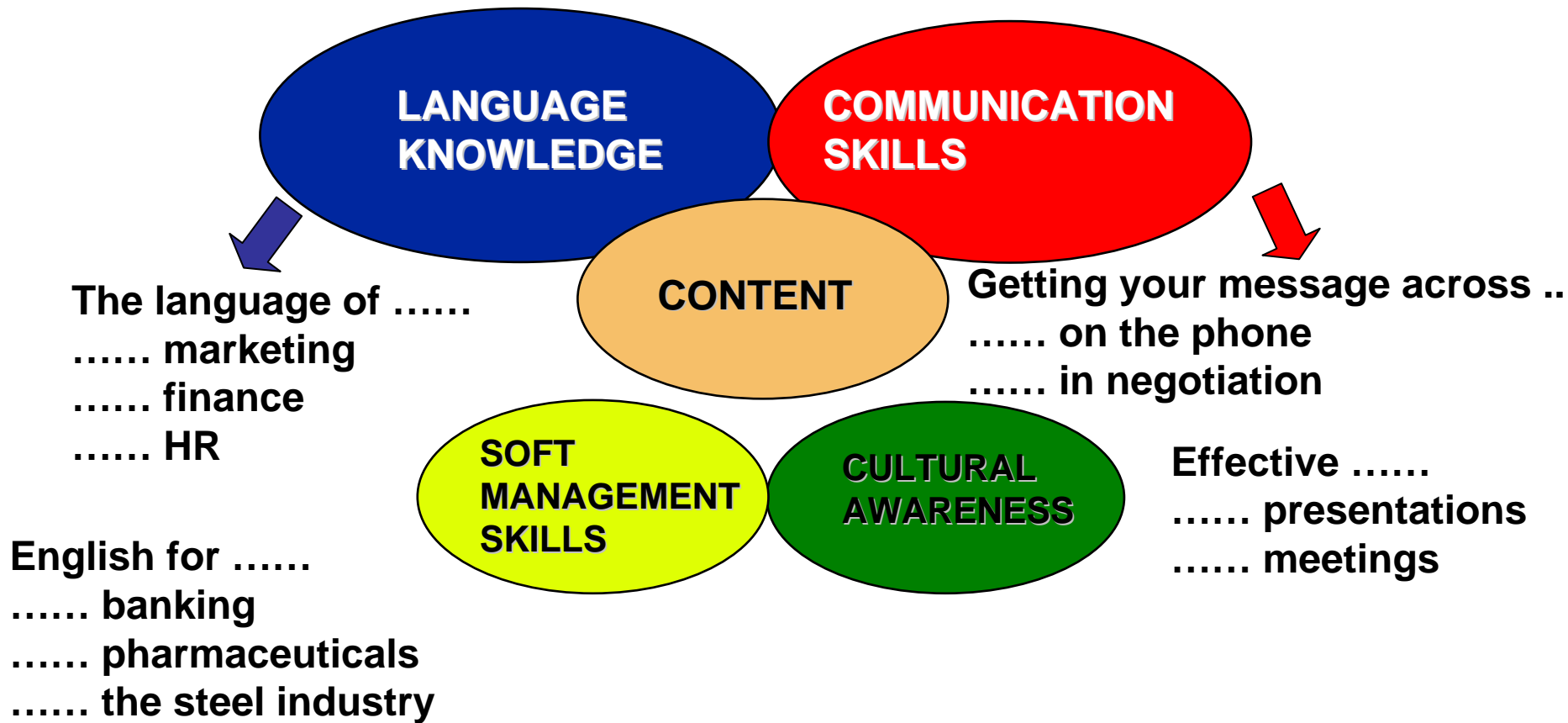
BEYOND LANGUAGE COMPETENCE

**London
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Nick Brieger



A HISTORY OF BUSINESS ENGLISH (1980 – 2008)





Marcus Buckingham and Curt Coffman, First Break All the Rules

Team understanding: getting to know identities, building relationships, knowing key players

Direction: communicating common goals and benefits clearly to create team commitment

Organisation: effective planning and rules for team work

Roles: clarifying responsibilities (internal/external expectations)

Supporting people: mentoring, coaching, facilitating, networking etc.

Cooperation: getting people to cooperate effectively – towards synergy

Conflict: handling internal and external resistance and conflict

Representing: promoting the team externally, presenting and 'selling' the project

Feedback: motivating performance by giving and getting feedback on results (individual and team)

