

GOING GLOBAL

INTERNATIONAL INITIATIVES



- Enhance** your global leadership abilities
- Improve** business negotiations across cultures
- Increase** your effectiveness with global teams
- Select** and prepare candidates for overseas assignments

Through MMCo's *Going Global* consulting services, your organization will benefit from improved effectiveness of your individuals and teams doing business in multiple countries or with geographically distributed partners. Participants in our *Going Global* consulting, coaching and dynamic workshops and webinars learn key principles and practical techniques that will make them truly effective global leaders.

IS A GOING GLOBAL INITIATIVE RIGHT FOR YOUR COMPANY?

- Are you expanding your business globally?
- Will your business leaders and sales professionals be deployed overseas?
- Do you have a globally diverse organization?
- Are you seeking improved business outcomes from your global teams and international partners?
- Is there an opportunity to improve the effectiveness of your ex-pats, here and abroad?



WE DELIVER BUSINESS VALUE

- » Your team becomes more effective in global business interactions.
- » Individuals learn how to be more effective in navigating the differences in style, behaviors, customs and communications among diverse global working groups, business partners and customers.
- » We assist you to select and place well-prepared employees for overseas postings or global assignments, avoiding the costly mistakes of turnover.
- » Your business will enjoy improved sales results, business partnerships and global team performance with leaders who are better prepared for the cultural differences they will encounter.
- » Your teams will be more highly regarded and your efforts to recruit the best talent will be improved.

OUR GOING GLOBAL SERVICES

- *Enhancing Your Business Savvy Across Cultures*, our comprehensive 5-day Workshop
- Specific seminars for global sales, relocations, merger and acquisition team members, and new work groups
- One-on-One Coaching and Consulting to Leaders
- Country and Region-Specific Experts
- Workshops and Webinars on Going Global

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HOW OUR FIVE-PHASED INITIATIVE PROCESS DELIVERS CONTINUOUS IMPROVEMENT:

- 1 Understand and align around your specific business opportunities and areas of focus
- 2 Design a training and coaching initiative that fits your audience, schedules and budget
- 3 Deliver workshops and webinars that are tailored to countries of interest, specific industries and business applications
- 4 Mentor and engage participants to ensure lasting growth and continued learning
- 5 Assess initiative outcomes and prepare for future learning and development activities



ABOUT OUR FIRM

Marie Moran & Company, LLC (MMCo) is a Southern California, USA-based consultancy providing customized training, coaching and consulting services to entrepreneurial, mid-size and Fortune 500 companies in all industries. Our vision is to bring excellence, ease, accountability and effectiveness into today's workplace.

Founder Marie Moran is an internationally recognized expert in executive presence, communications, presentation skills and leadership. To conduct MMCo's *Going Global Initiative*, Ms. Moran has assembled a cadre of highly seasoned consultants, each with notable international business experience. The *Going Global Initiative* is a tailored consulting and

workshop engagement currently available in the United States, Europe, South America and Asia for MMCo's diverse client base, which includes Banking, Manufacturing, Insurance, Real Estate, Pharmaceuticals, Retail, Medical Technology, Hospitality, Health Care and Government Agencies.

MARIE MORAN
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