

KERN COMPETENCE AND MANAGEMENT TRAINING BUSINESS EXPERTISE IN EVERY LANGUAGE

INFO SHEET



If specialized employees and managers take on new international functions, or if they need to quickly prepare for a special foreign language assignment, not only are language skills required, but also appropriate communication techniques which allow them to be convincing in a foreign language.

The ability to correctly assess communicative situations and respond to them accordingly ensures your success in a foreign language business situation: besides the correct use of a foreign language, it is also essential to apply communication techniques professionally, to convincingly represent your field of work internationally and to competently master tasks which invariably have an intercultural aspect.

KERN offers several training formats for these critical skills which are tailored to meet the needs of your company. Specialized trainers, who, besides linguistic competence, also have many years of management experience, get your specialized employees and managers fit for international business life. Thus, KERN facilitates smooth communication.

Your key skills for success

KERN's team initially presents two training orientations to you, one focusing on foreign languages, the other on cultural behavior – or our “Coaching” program which mixes both.

By means of this consultation, you can individually decide which forms of business communication situations you would like to train effectively, such as negotiations, personnel management or conflict management.

As a result, the focus of the competence training is not linguistic preparation, but rather personal management competence which ensures, above all, that your message comes across correctly. Thus when negotiating, for example, specialized employees and managers have to show an interest in their counterpart and correctly assess the course of the negotiations. Whoever first realizes how to successfully close a deal can choose the right words and adjust them to the concrete needs of the situation.

All competence training is, of course, adjusted to the needs of the participants, with content and exercises oriented towards the goals of your company. You can specify the specific skills, period of time and training format that you would like. Our training approach varies between lectures, individual and group work, case studies, discussions and role-plays, along with comprehensive multimedia. We create a relaxed learning atmosphere and, with practical exercises, make sure that you can immediately test your own communicative behavior.

What's the added value for your employees? The skills acquired in a foreign language can immediately and confidently be used in respective foreign language and cultural contexts. With this knowledge, it will also become easier for participants to present and negotiate in their native language.

Coaching for individual solutions

If you would like to prepare yourself for a task requiring particular skills, we will gladly develop your own personal coaching concept. To begin with, your coach will analyze your foreign language skills, intercultural experience and existing abilities in the relevant communication skills. The training program will then be matched to your needs, with continuous adjustments by your coach. We hand-pick the most suitable coach for your needs with you at the start, because trust is top priority in such a personal program.

Get in touch with us!

Scope of training

- Intensive training:
1 to 3 days (depending on the content)

Interval training:

- Duration according to individual agreement, at least four or five appointments for four training sessions

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