

Gaining Competitive Edge from Your Remote Teams in India – a live online virtual course in 3 parts

You have outsourced some of your work to India – as have many of your competitors.

While it makes sense from a financial point of view, you are facing some challenges:

- Communicating effectively in calls
- Getting your teams to act in an empowered way
- Understanding when ‘yes’ means ‘no’
- Meeting deadlines
- Fast turnover of staff

Indians are remarkably successful at getting things done to tight deadlines and with limited resources. But getting the best from Indian teams remotely needs strong relationship skills and a deep understanding of what drives the culture.

Michael Gates - your remote guide - is one of the world’s leading cross-culturalists, with wide experience of working with Indians and at bridging the gap between Western and Indian businesses.

In this series of 3 x 90-minute webinars, over a three-week period, he will help you plan and implement ways of relating to your Indian team which will guarantee you better results. As well as exploring working with Indians, he will also give you some golden rules for leading and working in a remote virtual team in general.

The course fee includes online CultureActive cultural self-assessment prior to the programme, and a year’s access to online self-study. This will be supplemented by a video reminder of the main points of each of the 3 sessions.

You will be encouraged to put into practice what you learn between sessions. There will be a final 45 minute optional one-on-one session one month after the programme where you can discuss your successes and failures and plan for the future.

Dates/times (Helsinki time)

Thursday 2 April – 15.00-16.30

Thursday 9 April – 15.00-16.30

Thursday 16 April – 15.00-16.30

Fee per person Euro 470 + VAT including CultureActive access for one year and additional material.
Optional one-on-one session Euro 195 + VAT

Minimum number of 7 participants for course to go ahead.

Write to me at michael.gates@rlcglobal.com to book your place or get more information.