

Transatlantic Encounter

Today you are meeting with persons from across the Atlantic. You wanted to present your views on an important matter, but they aren't responding as you expected. More and more, they seem to be ignoring you. Deep down you realize you don't understand what makes them tick. You are beginning to feel irritated, discouraged, and disturbed. How did you get into this mess?

The results of encounters like this are often frustration and lost opportunities. *Transatlantic Encounter* helps you clarify your concerns, locate sources of friction, and experiment with alternative ways of interacting with work partners.

Target Group

This is a two-day workshop for executives, project managers, and other professionals in organizations who want to understand their working partners better and build up good, solid, and reliable relationships with them; for six to twelve participants.

Improving How You Interact with Partners

Transatlantic Encounter helps you better understand what is happening when dealing with partners who are culturally different from you. In the *Theater of Learning*, you directly experience interaction taking place in front of you, compare observations with others in your group, and then experiment with concrete alternatives to your present tactics in interacting with partners. This is self-created theater, allowing you to develop better communication, reduce misunderstandings, and achieve more effective patterns of work interaction.

Motivator, Coach, and Catalyst



William Parks has been working together with professionals for over 20 years now, helping them to improve how they communicate. He grew up in the United States and studied Mathematics at North Texas State University. After three years in the U.S. Army, he continued at the University of Heidelberg, studying Germanistik. He has worked as a trainer and coach at numerous companies, including Daimler, BASF, and Lufthansa. His published work includes *QuickCheck Amerikanisch* in Klett-Verlag and the monthly *Transatlantic Letter* per email service. After over 30 years in Germany, he is bilingual in English and German, and works with people in both languages.

The Theater of Learning

Transatlantic Encounter is based on the *Theater of Learning*, an experiential learning model designed for groups of six to twelve persons. All activities are held in English, stimulating, and engaging. No acting experience is necessary. This way of working together is unusual in that you, the learners, create your own learning material — that which you present and can see. Your concerns become concrete, visible reality, right in front of you. This is a learning experience unlike any other.

An Outline of Our Work Together

We meet first, discuss your concerns in working with Transatlantic partners, and then develop one or two short scenarios as concrete examples of these concerns. With my coaching, you present these scenarios together with others in your group. Using *debriefing techniques*, we discuss experiences and observations, directly generating material for the rest of our work. We then work out patterns of interaction, and develop alternatives to your present tactics in dealing with others.

You experiment with these alternatives in roleplays of your own design and commit yourself to concrete changes you want to try out in your actual work with partners. An organic process of learning and self-development.

Benefits

As a result of our work together, you will experience:

- more self-confidence
- better communication
- stronger relationships
- higher motivation
- increased effectiveness

when interacting with your partners from across the Atlantic.

Contact Me

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