**CULTURAL INTELLIGENCE**

**PROGRAM DESCRIPTION**

Cultural competency is a necessary skill that will enable you to:

* Understand the values that drive the behaviors of different cultures
* Establish successful relationships to conduct effective business transactions
* Lead sensibly and efficiently in a culturally aware manner
* Create and sustain a thriving and successful organizational culture, embodying an awareness of self and multi-cultural workforce players.

​Our **CQ Intelligence Program** is a focused, dynamic, and highly practical experiential learning workshop for your organization’s members who work cross-border and need to communicate and build business relationships with customers, employees, suppliers, and colleagues. Influencing Skills and Strategies is a one-day workshop that teaches proven behavior change strategies through structured learning experience (SLE) activities. This program offers a powerful model for behavior change, whether you manage a team of ten or 10,000. Participants will be able to recognize their own influencing style and of others, develop an influencing strategy, use influencing strategies to inspire and persuade others, apply these strategies in the workplace, and adopt influencing styles in different situations.

**WHAT CAN YOU EXPECT**

On this workshop you will gain knowledge on what it takes to act in an intercultural context, what the underlying reasons are for why we act and do as we do – and how we, with research based knowledge, best practice and simple tools, can achieve fruitful intercultural working relations. During this workshop the participants will learn how to bridge cultural gaps, gain insights and operate effectively in a global context.

**COURSE OUTLINE**

**Cultural Intelligence**

* Introduction to Cultural Intelligence and the scientific data behind it
* Introduction to the four components of CQ  – Drive, Knowledge, Strategy and Action

**Bridging the difference**

* Simulating cultural clashes
* Form better strategies for working cross culturally
* Best practice and case studies

**Diversity**

* Group discussion – diversity “beyond the buzzword:” Why should diversity benefit a group or a team?
* What is the evidence for diversity as a beneficial ingredient?
* What makes the difference between benefiting from cultural diversity and failing because of diversity?

**Operationalizing**

* How to reach your goals in your cross-cultural activities through enhanced cultural intelligence
* Reflections

**WHO SHOULD ATTEND**

This workshop is designated for organizations who work cross-border and who prioritize cultivating cultural intelligence amongst its management and/or teams. The objective of the workshop is for the participants to undergo an experiential learning and coaching process to understand and apply the fundamental aspects of diversity within various cultures and develop cross-cultural awareness, sensitivity and knowledge.

**PROGRAM FACILITATOR**

*Registered Investors in People (UK) Specialist*

*Certified Management Consultant, Institute of Management Consultants of the Philippines*

*Certified Sales Professional™, Sales and Marketing International Institute (Australia)*

*Certified Marketing Professional™, Sales and Marketing International Institute (Australia)*

**BORIS JOAQUIN** is one of the country's top-ranked corporate trainers on leadership and other people skills.

 Boris is the president and CEO of Breakthrough Leadership Management Consultancy, Inc., founder of the Project Purpose Team, Inc., and a registered Investors in People (UK) specialist.

 A management and marketing professional, Boris was involved in various industries both local and international for more than two decades.

 As corporate trainer, management consultant and executive coach, Boris has served organizations in the Philippines, Asia, and the Middle East, providing assessments and consulting services to help organizations improve their people management processes, learning events and workshops on strategic management and leadership, and executive coaching for executives and managers who want to grow in their organizational leadership and management.

Boris has been a contributing writer and columnist on career and leadership for Philippine Daily Inquirer, Philippine Star, Inquirer Libre, and has written regularly for Rappler.com. He has served as anchor for the career and lifestyle section of Rappler Talk of Rappler.com, and Top Brass for WorkWiseAsia.com. He is currently the editor-in-chief of the People Manager magazine of the People Management Association of the Philippines (PMAP).

 Boris has authored two well-received books, Practical Wisdom to be Happy at Work, and Project Purpose: Find Your Why to Find Your Way.

**Dae Lee** specializes in company culture design. He focuses on building shared cultures by using unorthodox tools and methods for organizations to reach and sustain their peak potential. He has the goal of making each member of an organization understand why they’re there, what they need to do, and make them choose to stay because they want to and not because they have to.

His human-centered approach emanates from deep-seated empathy and disciplined structure from his product design background, further cemented through a profound understanding of the human psyche through intensive practice of military psychology under the United Nations Armistice Commission.

Currently he is a certified Lego® Serious Play® Facilitator and is currently a PhD candidate in organization development, while facilitating lectures and workshops to university students and companies internationally.

**RESERVE-NOW-BEFORE-IT'S-TOO-LATE! FORM**

**TO REGISTER:**

1. Fill out the form below and email us at [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph)

2. Fill out the form and fax to 813-2745

3. Send the form together with your company check to

**Breakthrough Leadership Management Consultancy, Inc.**

**2/F HPL Building, 60 Sen. Gil Puyat Avenue, Makati**

**TO INQUIRE:**

1. Call 830 2191 or 887 1571, look for Juliet

2. Email us at [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph)

**CULTURAL INTELLIGENCE**

**Facilitated by Boris Joaquin & Dae Lee**

December 11, 2019 | 9:00 AM to 5:00 PM |Joy~Nostalg Hotel & Suites Manila, Ortigas Center

*//source: Cultural Intelligence\_Boris Joaquin\_December 11, 2019\_OP\_Website*

**YES!** Please register \_\_ participant(s) for this seminar/workshop!

**LEARNING INVESTMENT:**

|  |  |
| --- | --- |
| [  ] **Best Buy Rate:** Php 7,327 +12% VAT | [ ] **Early Bird Rate:** Php 8,327 +12% VAT |
| [  ] **Regular Rate:** Php 9,327 +12% VAT | [  ] **Walk-in Rate:** Php 9,827 +12% VAT |

[ ] **Get 1 FREE SEAT by booking for 3 SEATS**

\*For current promo and to avail free seats, call us at **813-2703/32** or email [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph)

**Workshop fee includes**:

* AM & PM snacks
* Lunch
* IDs
* Manuals
* Certificates

**TERMS:**

1. Participants availing of the **Best Buy Rate or Early Bird Rate** will be given five (5) working days to settle their fees after the promo deadline. Next applicable rate shall apply if the participant fails to settle his/her fee within the five (5) working day period.
2. **Gift Certificates/Discount Vouchers** from Breakthrough Leadership or Salt & Light Ventures shall only be applied on the Regular Rate. All other promos (2 or 3+1 promo, Group and Suki discounts) are not applicable when GCs or vouchers are applied.
3. **Cancellation** seven (7) working days before the event, whether paid or unpaid, or a no-show during the event will not be honored. Failure to inform of your cancellation before the seven-day deadline will result to 30% charge to your account. This will serve as secretariat and banquet fee. Cancellation should be in writing and emailed or faxed to us.
4. Seminar participation may be transferred to another person in the same company.
5. If you wish to move your reservation to another seminar happening within the calendar year, please note that the rate of your updated seminar choice will be applied. Should the prevailing rate be higher than the initial learning investment already paid for, please settle the balance prior to the seminar date. Promo seats cannot be moved or transferred to another date or seminar.
6. We reserve the option to cancel or reschedule an event if minimum number of participants is not reached.
7. This reservation form, when completed, may also serve as your billing invoice.
8. All seminar fees must be prepaid.

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| **COMPANY DETAILS** |
| **NAME OF COMPANY/ORGANIZATION(BIR-REGISTERED NAME)** |
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| **COMPLETE ADDRESS (Address:Flr/Bldg/St.Village/Bgy./City)** |
|  |
|  |
| **INDUSTRY** |
|  |
| **PRODUCT/SERVICES OFFERED** |
|  |
| **WEBSITE                                                 COMPANY TIN# (REQUIRED)** |
| **[  ] VAT      [  ] Zero-Rated or VAT Exempt** |

*\*For zero-rated or VAT exempt companies, please include your Certificate of Exemption or PEZA registration. Provide Form 2307 or Certificate of Tax Withheld if payment done with tax withheld. Please withhold only 2% as we are classified as suppliers or contractors of services.*

**RESERVING OFFICER'S DETAILS       [  ] MR      [  ] MS      [  ] MRS      [  ] DR      [  ] PROF**

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| --- |
| **FULL NAME** |
|  |
| **NICK NAME** |
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| **CIVIL STATUS:  [  ]Single   [  ]Married** |
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| **JOB TITLE/POSITION** |
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| **TELEPHONE #                                                    FAX #** |
|  |
| **MOBILE #                                                            EMAIL ADDRESS** |
|  |
| **PERSONAL TIN *(for personal reservation)*** |

**PARTICIPANT'S DETAILS**

**PARTICIPANT 1                  [  ] MR       [  ] MS       [  ] MRS       [  ] DR       [  ] PROF**

|  |
| --- |
| **FULL NAME** |
|  |
| **NICK NAME** |
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| **CIVIL STATUS:  [  ]Single   [  ]Married** |
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| **JOB TITLE/POSITION** |
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| **TELEPHONE #                                                    FAX #** |
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| **MOBILE #                                                            EMAIL ADDRESS** |
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| **PERSONAL TIN*(for personal reservation)*** |

Pls. check if:   [  ] Vegetarian   [  ] Food Allergy:  ­­­­­\_\_\_\_\_\_\_\_\_\_ [  ] Senior Citizen    [  ] Pregnant    [  ] PWD

**PARTICIPANT 2              [  ] MR       [  ] MS       [  ] MRS       [  ] DR       [  ] PROF**

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| **FULL NAME** |
|  |
| **NICK NAME** |
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| **CIVIL STATUS:  [  ] Single   [  ] Married** |
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| **JOB TITLE/POSITION** |
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| **TELEPHONE #                                                    FAX #** |
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| **MOBILE #                                                            EMAIL ADDRESS** |
|  |
| **PERSONAL TIN*(for personal reservation)*** |

Pls. check if:   [  ] Vegetarian   [  ] Food Allergy:  ­­­­­\_\_\_\_\_\_\_\_\_\_    [  ] Senior Citizen    [  ] Pregnant    [  ] PWD

**NOTE:**

* For more than two (2) participants, kindly add more sections to the registration form.
* Putting your mobile number is optional. It's only to be used in case we need to confirm or inform delegates of urgent, last minute changes and in case of emergencies, i.e. weather disturbances, speaker changes, etc.
* Kindly indicate your own TIN if making a personal reservation.
* Inform the secretariat by emailing [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph) if the seminar seat will be transferred to another participant within the same company.
* **Billing processing** takes two to three (2 to 3) working days upon receipt of your reservation.
* Please reconfirm your reservation if you do not receive your billing or any confirmation from us through email, call, or SMS.
* For **invoice** concerns, please call Irene at (02) 889-1111 local 765.

*//source: Cultural Intelligence\_Boris Joaquin\_December 11, 2019\_OP\_Website*

**KINDLY SELECT ONE OF THE FOLLOWING PAYMENT METHODS:**

[  ] **By Cheque.** I will send check payment to your office on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

[  ] **By Pick-up.** Please pick-up our check on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (time/date).

***Made payable to Breakthrough Leadership Management Consultancy, Inc.***

[  ] **By Bank Deposit.** (Scan copy of deposit slip with your name and seminar title and send to seminars@saltandlight.ph)

     Kindly remit the money to the following. bank details:

     Company Name: Breakthrough Leadership Management Consultancy, Inc.

     TIN #: 008-524-715-VAT

     Account #: BPI CA#3711-0082-83, Gil Puyat, Makati Branch

     Account #: Chinabank CA#143-176931-7 Gil Puyat, Makati Branch

**GROUP DISCOUNTS:**

Knock off a couple of pesos off our rates when you register in groups! Call us to inquire about our group discounts.

\* 3 delegates - Less P 300 per delegate

\* 4 delegates - Less P 400 per delegate

\* 5 or more delegates - Less P 500 per delegate

**SUKI DISCOUNTS & INCENTIVES:**

Salt & Light Ventures' regular customers get an additional P500 discount per person when booking on top of Early Bird Rates and Group Discounts.

*Please note that our regular Group Discounts and Suki Discounts & Incentives are not applicable with our 2+1 and 3+1 promos.*

**IN-HOUSE:**

We'll bring this workshop right at your base - customized and personalized to fit your training needs. Grab this opportunity to train your whole staff and attain results faster and simultaneously. Call 830 2191 or 887 1571 and look for Jenna or Kevin, or email[seminars@saltandlight.ph](mailto:seminars@saltandlight.ph) for more details.