Profile

Who am I? It's a fair question for an American of Germany ancestry, with French residency and a passion for Asian, particulary Chinese, business and culture. I've worked for more than half of my life on four continents and learned to build relationships in four languages (English, French, Japanese and Chinese). This is why, as an experienced intercultural trainer and expatriation coach, I can help you and your business anticipate the challenges and make a successful transition to living and working in a foreign culture.

What makes me different? In addition to providing essential information and advice on business practices and negotiation strategies, I use insights that I have learned from my 25 years of language learning. Which concepts in Chinese business are difficult to translate and why? Which expressions are used when socializing in French and what does this imply about the culture? I move beyond the "We versus them" analysis of a target culture and create an atmosphere of trust with groups of people who might think that they have little in common. In any culture, in any language, successful partnerships require the establishment and maintenance of rapport.

Clients include government ministers, top international executives, human resource managers, engineers and sales people in a variety of service industries.