

**Strategic Communications Seminar - Management Training**

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## **Advanced Teamwork & Cooperation Skills**

**3 days**

*Contributing effectively towards a common goal*

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**Who should attend:**

Professionals and managers who are interested in increasing their leadership and teamwork skills or those who are, or will be, working in teams or projects.

**Seminar Objectives:**

BSL's seminar in Advanced Teamwork & Cooperation Skills will equip you with concrete tools and methods in order to improve your teamwork and cooperation skills. You will be testing and applying these new practices in real-life exercises and team-work events. The seminar will cover:

- Team-work & team building skills
- Working in a multi-functional team
- Ability to adopt new perspectives
- Developing a flexible, open & curious attitude
- Inspiring others towards a common goal
- Leading without formal power

**Claudia Kranefuss**

**Professor**

Claudia Kranefuss is CEO of Essence Trainings. She gives the modules on Advanced Teamwork & Cooperation Skills and Advanced Communications Skills at Business School Lausanne and co-instructs Effective Self Management. Kranefuss began working with Essence Trainings as a co-trainer in 2000, and as CEO, she is now responsible for the company's strategy. Prior to Essence Trainings, Kranefuss worked for ANWB Publications, where she served as Marketing Manager until 2001, when she became a Publisher for the group. Kranefuss has a Master's Degree from Vrije Universiteit in Amsterdam and holds the Dutch marketing degrees NIMA A and B. She is a graduate of the Universität Heidelberg and Westfälische Wilhelms Universität.

**Yiftach Sagiv, Professor**

Yiftach Sagiv co-instructs Advanced Teamwork & Cooperation Skills and Advanced Communications Skills and gives a module on Effective Self Management at Business School Lausanne. After retiring from the Israeli military in 1975, Sagiv was shareholder and director of A.M.I. Supplies LTD, a company, specializing in marketing and building constructions. In 1986 he managed the R & D department for a large company in textile products. Sagiv founded the Dutch company Essence Training and, since 2003, has dedicated himself to creating learning tracks in personal development and business performance.

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**Related Seminars:**

- Advanced Communications Skills
- Effective Self Management
- Developing and Managing Others

**Seminar Fees: CHF 2'800.-**

*This fee includes:*

- Registration
- Course materials & books
- Catering, light lunches and dinners

**Useful information:**

*This seminar includes a commitment to 10 hours of pre-work and 20 hours of post-assignment.*

**Pre-requisites:**

- A solid understanding of business, obtained through management training courses or relevant professional work experience.
- Fluency in English.

**Duration**

- Thursday: 8:30 – 21:00
- Friday: 8:30 – 21:00
- Saturday: 8:30 – 14:00

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**Benefits:** In BSL's management training seminars, you will apply new insights in a multicultural environment through teamwork and interactive learning. You will walk away with skills that you can apply to your job and will obtain university level MBA credits that can be accumulated for CAS certification.