

# **Mastering Business Protocol**

### MB235

#### **Course Overview:**

Did you know that approximately 85% of job success is based on "soft skills" while only 15% is based on technical knowledge? Whether you are interacting in the boardroom, online or abroad, effective soft skills will make the biggest impact in successfully building relationships.

#### **Course Objective:**

- -Gain advanced skills for gaining social, business and international exposure
- -Learn principles of international business protocol and professional etiquette
- -Understand how to behave correctly in both business and social situations including formal dinners, networking and online webinars, and social media.
- -Learn how to establish an effective communication with different types of guests, from different counties and levels of management
- -Demonstrate appropriate personal and professional conduct and follow both social and business rules
- -Understand how to apply proper communication and professional etiquette at all levels and at all times
- -Implement different variations in protocol and professional etiquette from different cultures, nations and regions

#### **Course Outline:**

- -Introduction to Social Etiquette, Everyday Manners and Business Protocol
- -Formal Events and Professional Conduct
- -Behaviours, rules and etiquette for formal occasions and encounters
- -International Etiquette
- -Communication Etiquette and Work Ethics
- -Guidelines for receptionists, security and service staff
- -Making introductions, greeting people, shaking hands and other protocols
- -Dealing with difficult people and situations and how to say no nicely
- -Telephone communication best practice and etiquette
- -Politeness in written communication and email etiquette
- -How to handle customer service and supplier communication etiquette and common protocols
- -Understanding the role of ethics in the workplace

#### Who Should Attend:

- -Business leaders, senior executives and those involved in international affairs
- -Departmental supervisors, internal consultants and human resources staff
- -Project managers and technical professionals and engineers

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Training Language: Eng

### **Training Methodology:**

- -Presentation & Slides
- -Audio Visual Aids
- -Interactive Discussion
- -Participatory Exercise
- -Action Learning
- -Class Activities
- -Case Studies
- -Workshops
- -Simulation

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