



GACC Midwest

INTERCULTURAL COACHING

Cultural differences between the US and Germany can be some of the most difficult to navigate, precisely because they are often underestimated. To help facilitate the integration of employees and reduce barriers to success, we offer coaching services for intercultural teams and managers in a wide variety of situations.

YOUR CHALLENGE TO SUCCESS

Integrating German or US employees into an international work environment is a challenging and complex task. From the first meeting between potential business partners, to the daily work of an established subsidiary, we have witnessed a great number of success stories, but there have been an equal number of challenges as well.

“Being professionally assigned to a new country can be a challenge for the employer as well as the individual. The GACC Midwest team helped me a lot and showed great flexibility and openness to customize a training course that perfectly fit my needs. In a one-day training, the team provided me with a cultural training class, an introduction to the US labor laws and helped me to build networks with other German companies based in the greater Chicago area.

”

Thomas Pape, Supply Chain Manager, Lenze Americas



German American
Chambers of Commerce
Deutsch-Amerikanische
Handelskammern

BETTER INTEGRATION AND COMMUNICATION IN INTERNATIONAL TEAMS

Component 1: Telephone Preparation –Elicitation of Intercultural Framework

In this phase, we conduct a 90-minute phone conversation with the client in which we lay the groundwork for a workshop customized to the client's needs. This includes discussing their current situation and any potential conflicts that may arise.

Component 2: Intercultural Workshop

In a custom-tailored four-hour workshop, we will address individual questions and concerns, discuss solutions, and train participants in intercultural competencies. This workshop can take place in-person or virtually.

Component 3: Telephone Review – Implementation and Feedback of Acquired Skills

In a 60-minute phone conversation with the client 4-6 weeks after the workshop, we will discuss the implementation and effectiveness of the intercultural competencies practiced in the workshop and, if necessary, discuss and recommend further solutions.

OUR STRONG NETWORK

For more than 50 years, GACC Midwest has assisted German companies in meeting their US market entry needs. Our many years of experience and broad industry knowledge enable us to contribute long-term to your company's success. Our intercultural, bilingual team has comprehensive knowledge of international business strategies and knows the ins and outs of both US and German markets. Additionally, our customers benefit from our broad, transatlantic membership network filled with experienced industry professionals.

ABOUT OUR COACHES

Jessica Ferkllass is the Deputy Director of Consulting & Corporate Development Services. Jessica joined GACC Midwest in July 2014. Prior to her joining GACC Midwest she lived and worked in Germany, on the US west coast, and in Italy. Jessica advises and supports German companies with their market entry strategy and organizes transatlantic trade missions. Jessica is an experienced Intercultural Coach for both small groups as well as during speaking engagements for larger groups.

Gerrit Ahlers is Director of Consulting & Corporate Development Services at GACC Midwest. Since joining GACC Midwest in 2015, he has supported numerous German companies on various projects, and has witnessed – and helped correct – innumerable forms of miscommunication. Before joining GACC Midwest, he worked for a German consulting agency and established their US presence. His experience has been critical in assisting German small and midsize companies when entering the US market.

Coaching Topics:

- ⇒ Leading successful sales meetings
- ⇒ Effective communication
- ⇒ Confidence in international contexts
- ⇒ Increasing intercultural competence
- ⇒ Integration of German-American teams
- ⇒ Conflict management
- ⇒ Feedback methods

Contact Us

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