



Focus of Activity

Frontline Training Solutions specialises in providing skills training in performance and effectiveness at meetings.

The training is conducted in English and covers such topics as:

- Structuring and delivery for effective presentation at meetings
- Persuasion and influence
- Effective English for meetings
- Argumentation
- Networking
- Flexibility
- Strategy building
- Adapting to cultures
- Rapport building
- Defending a vulnerable position
- Timing interventions

These topics are covered through memorable models, interactive teaching and exercises, games, role-play with professional actors, and detailed feedback from fellow delegates as well as specialist trainers.

Within the core areas of presentation, negotiation and intercultural training, Frontline has over the years met the needs of a number of international clients. However a current major product, delivered to all the central banks of Europe, has united these three areas in the context of international meetings, both multi-lateral and bi-lateral.

The product is known as “International Meetings Skills” or IMS for short. It was developed four years ago in conjunction with the Dutch Central Bank and is now offered to all twenty-six central banks of the existing and expanding Europe. NATO has also seen the value of the IMS programme and discussions are under way for the training of their directors.

Good meetings lead to good decisions

Meetings are the main form of decision-making for most companies and organisations. We believe that good meetings will lead to good decisions. By “good” decisions we mean ones that are sustainable because they encompass the relevant opinions and are born from respect and creativity. Achieving good meetings is made even more difficult for us by the complication of national cultures. That is why we focus strongly on flexibility, cultural awareness and adaption.

Value to you

Almost all major companies and organisations rely on international meetings for their operations and future strategy. Germany is at the heart of the new expanded Europe and the need to work together and be sensitive to all the opportunities that this cultural mix may provide has never been more pressing. The right decision-making approach now may deliver huge benefits in the future whilst reducing the likelihood of damage from failed communication.

What we offer

We offer bold, exciting workshops and coaching that will focus on the skills you and we together decide are most useful to your organisation now and for the future. Our work has been rigorously scrutinised, tried and tested by some of the most demanding bodies in Europe. We combine detailed research of our clients’ environment with creativity based on cutting-edge work developed at leading business schools. We have received excellent evaluation from both the delegates attending the training and their organisations in working with us. We offer you the chance to train your people to uncover the essential issues, make their points with professionalism and integrity, and create sustainable decisions.

More information

More information and a full range of testimonials can be found at our web site at www.frontline.me.uk or by contacting me, John Holmes, at john@fts.me.uk.