

Business & corporate development offerings

- Driving the business-forward initiatives
- Building long-term relationships
- Managing long-term relationships
- Strategy and foresight
- Managing networked businesses
- Building new business models to compete internationally
- Sales courses (different industries and product types (commoditized, big tickets, services, etc))
- Managing regional/global projects
- Expectations management
- Non-market strategies
- Competitive versus cooperative strategy development
- Building sustainable businesses
- Investor relationship management
- Sales courses