

THE BOSTON GLOBAL LEADERS PROGRAMME



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TRAINING CENTER



Introduction

The Boston Global Leaders Programme Training Course prepares leaders who work across borders, cultures, and markets to lead with clarity and credibility. Participants examine how culture shapes decision-making, how global teams perform at distance, and how leaders build trust without sharing a language or a legal system. The programme combines cross-cultural intelligence, global strategy, and virtual team leadership in an intensive format. As a result, learners gain a practical method for leading internationally. Furthermore, the course strengthens global mindset, ethical reasoning, and the resilience needed to operate across time zones.

The Boston Global Leaders Programme Course Objectives

- Develop a global mindset and cultural self-awareness for cross-border leadership.
- Apply Hofstede's cultural dimensions and Trompenaars' model to real leadership situations.
- Adapt communication style across high-context and low-context cultures.
- Build trust and psychological safety in geographically dispersed teams.
- Lead virtual teams with clear operating rhythms and collaboration protocols.
- Apply CAGE distance analysis and market entry frameworks to global decisions.
- Manage global stakeholders using power-interest grids and cultural mapping.
- Navigate ethical dilemmas and compliance expectations across jurisdictions.
- Lead global change with the ADKAR model and Kotter's eight steps.
- Build resilience, wellbeing, and followership across time zones.

Course Methodology

- Interactive sessions built on cross-cultural leadership cases.

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- Workshops on cultural mapping, virtual team design, and global strategy.
- Group work on global stakeholder plans and ethics dilemmas.
- Hands-on practice with CAGE analysis, collaboration protocols, and operating rhythms.
- Simulation of virtual team conflict, distance leadership, and market entry decisions.
- Facilitator coaching and peer review on global leadership plans.

Who Should Take This Course

- Senior leaders managing international teams and markets.
- Regional directors and country managers.
- Global programme and transformation leaders.
- Leaders of offshore, nearshore, or distributed teams.
- Senior managers preparing for international responsibility.
- Consultants supporting global expansion and integration.

The Boston Global Leaders Programme Course Outlines

Day 1: Global Mindset and Cultural Intelligence

- What a global mindset is and how leaders develop it.
- Hofstede's cultural dimensions in leadership practice.
- Trompenaars' model and reconciling cultural dilemmas.
- High-context and low-context communication styles.
- Cultural self-awareness, assumptions, and unconscious bias.
- Avoiding stereotyping while reading cultural patterns.
- Case discussion: a leader whose style failed in a new market.





Day 2: Cross-Cultural Communication and Influence

- Building trust without shared language or shared norms.
- Communication discipline in international settings.
- Negotiating across cultures and reading indirect signals.
- Language, translation, and meaning risk in global teams.
- Influencing global stakeholders with power-interest grids.
- Managing disagreement and conflict across cultural lines.
- Workshop: preparing a cross-cultural negotiation.

Day 3: Leading Virtual and Distributed Teams

- Designing virtual teams for clarity and accountability.
- Operating rhythms, meeting design, and time-zone fairness.
- Collaboration protocols, documentation, and asynchronous work.
- Psychological safety and inclusion in distributed teams.
- Performance management at a distance.
- Coaching and developing remote team members.
- Simulation: resolving a virtual team conflict.

Day 4: Global Strategy and Market Context

- CAGE distance analysis: culture, administration, geography, economics.
- Market entry modes: export, licensing, joint venture, and acquisition.
- Global versus local trade-offs and localization decisions.
- Managing global supply, risk, and compliance exposure.
- Leading global change with Kotter's eight steps and ADKAR.

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- Ethics, integrity, and anti-corruption across jurisdictions.
- Exercise: assessing entry into a new market.

Day 5: Global Leadership Presence and Resilience

- Executive presence across cultures and audiences.
- Representing the organization to global partners.
- Personal resilience, wellbeing, and sustainable travel rhythms.
- Managing crisis and reputation across markets.
- Building a global leadership pipeline and succession.
- Personal global leadership development planning.
- Capstone: presenting a global leadership plan.

Conclusion

By successfully completing The Boston Global Leaders Programme, participants will gain a practical command of cross-cultural leadership, virtual team management, and global strategy. They will acquire skills in cultural intelligence, global stakeholder influence, ethical decision-making across jurisdictions, and resilient leadership at distance. Gentex Training Center designs the programme to help leaders operate credibly across borders and build trust wherever they work.

FAQs





Q1 What is the "The Boston Global Leaders Programme" course about?

It prepares leaders who work across borders, cultures, and markets to lead with clarity and credibility. The programme spans global mindset and cultural intelligence, cross-cultural communication, virtual and distributed team leadership, global strategy and market context, and global presence and resilience.

Q2 What are the key benefits of the "The Boston Global Leaders Programme" course?

You gain a practical method for leading internationally rather than adapting by instinct. The programme improves cross-cultural judgement, strengthens trust and communication in distributed teams, sharpens global market decisions, and helps leaders handle ethical and reputational pressure across jurisdictions.

Q3 What skills will I gain from the "The Boston Global Leaders Programme" course?

You will develop four core skills: cultural intelligence and global mindset leadership, cross-cultural communication and stakeholder influence, virtual and distributed team leadership, and global strategy with ethical judgement and resilience.



Q4 What tools, methods, or standards are covered in the "The Boston Global Leaders Programme" course?

The programme covers Hofstede's cultural dimensions, Trompenaars' model, high-context and low-context communication analysis, cultural mapping, power-interest grids, virtual team operating rhythms and collaboration protocols, CAGE distance analysis, market entry mode frameworks, localization trade-off analysis, Kotter's eight steps, the ADKAR model, and anti-corruption and compliance principles.

Q5 How is the "The Boston Global Leaders Programme" course applied in real-world practice?

Participants apply it to real work such as leading a distributed programme team, preparing a cross-cultural negotiation, assessing entry into a new market, and handling a compliance concern across jurisdictions. The same methods support global succession planning and virtual performance reviews.