

CONNECTING CULTURES

EXPANDING HORIZONS

To customer

When companies think about internationalizing, not only should they consider foreign trade and the simple act of buying and selling products/services, but they should also consider all those factors that can enhance negotiations and the long-term presence of the company and the correct relationships in other countries. That is why, hand in hand, we accompany our clients from beginning to end in their processes, providing them with the necessary decision-making tools at each stage under the support of great experts in various branches of knowledge according to the needs of each project.

Once companies have decided to begin the process of internationalizing, our consulting services help them prepare to enter and remain in the country safely and effectively.

HOW WE DO IT

Unlocking global opportunities while navigating complex international landscapes requires finesse and expertise.

The conjunction of 4 areas of knowledge (Organizational Communication, International Business, Executive Coaching and International marketing) allows us to offer a unique experience to our clients.

WHAT WE DO

Our corporate diplomacy services offer a strategic blend of negotiation prowess, cultural insight, and political acumen to facilitate seamless interactions in the global arena.

From forging key partnerships to resolving cross-border disputes, our team leverages a deep understanding of diverse business cultures and geopolitical dynamics to safeguard your interests and propel your success. Whether you're expanding into new markets or managing delicate international relationships, trust us to be your trusted advisors, guiding you through the intricate web of global affairs with precision and effectiveness.

Experience the power of corporate diplomacy and elevate your global presence with confidence.

2024

Business Offer

SERVICE CORPORATE DIPLOMACY



CAPUANO®

"Explore our Corporate Diplomacy Service, expertly navigating global landscapes for your international success."

OUR SERVICES

- 1. Cross-Cultural Accompaniment:** Personalized support for senior management members in understanding and managing cultural differences to carry out successful businesses in a foreign country.
- 2. Government Regulations:** We help companies navigate the extensive sea of legal and political requirements necessary for the implementation of their operations in a foreign country through specialists in each field.
- 3. Stakeholder Engagement:** Developing strategies to engage with various stakeholders such as local communities, NGOs, and industry associations to build trust and support for the company's activities.
- 4. Conflict Resolution:** Offering expertise in managing and resolving conflicts that may arise between the company and external parties, whether they are local communities, competitors, or government entities.
- 5. Risk Assessment and Management:** Conducting risk assessments to identify potential political, economic, and social risks in foreign markets and developing strategies to mitigate these risks.
- 6. Crisis Management:** Providing support in managing crises or emergencies, such as political unrest, natural disasters, or reputational crises, to protect the company's interests and reputation.
- 7. Market Entry Strategies:** Assisting companies in developing tailored market entry strategies for specific countries or regions, taking into account local customs, regulations, and competitive landscapes.
- 8. Corporate Social Responsibility (CSR) Consulting:** Advising companies on implementing CSR initiatives that align with local needs and priorities, enhance their reputation, and contribute to sustainable development goals.
- 9. Media and Public Relations:** Offering guidance on managing media relations and shaping public perceptions in foreign markets, including managing communications during sensitive issues or crises.
- 10. Executive Coaching:** Individual executive coaching sessions for members of senior management with a focus on adaptation to the country's culture and its business relationships

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BUSINESS

BEYOND BORDERS

Our differentiators

We have a team of experts who has extensive experience in each of its fields of action and that, depending on the specific needs of each project, makes all of its expertise available to the client in areas such as: Legal, environmental, operational, foreign trade, organizational communication, international negotiation, corporate social responsibility (CSR), etc.

While others may focus solely on short-term gains, we prioritize fostering long-lasting partnerships grounded in mutual respect and understanding.