

TRAINING PROSPECTUS

Overview

ADRg Ambassadors LLP is a unique partnership of former Ambassadors offering businesses, governments and international organisations their operational insight and experience, high-level contacts, influence and diplomatic negotiating skills.

A significant part of our activity is providing executive training and coaching to senior executives and organisation leaders to show how the best diplomatic techniques can be applied in different international and corporate contexts. Our training courses offer unique insights into corporate diplomacy, personal communication and negotiation. These courses are complemented by training in mediation skills focused on the psychology of conflict and preventing, managing and resolving disputes.

Our programmes will interest international businesses who wish to improve the skills of their leaders and representatives and educational institutions who wish to enhance their existing curriculum.

We bring to senior training and coaching an unrivalled combination of international negotiating wisdom, cultural sensitivity and personal experience. Our trainers are experienced in dealing with complex and sensitive situations and our courses help develop an understanding of the skills needed when communicating with people from a range of nationalities, backgrounds, identities and interests.

ADRg Ambassadors deliver training in

- Mediation
- Negotiation
- Crisis Management
- Diplomatic Technique
- Diplomatic Communication
- Written and Oral Presentation
- High Level Drafting
- Speechwriting and Speechmaking
- One-on-One Executive Coaching

Who should attend our courses

ADRg Ambassadors courses are geared towards senior executives and organisation leaders who:

- Deal with sensitive issues in an international environment
- Are regularly called upon to solve problems internally or with third parties
- Are involved in negotiations – formally or informally
- Are responsible for communicating messages externally on behalf of an organisation
- Manage relationships with governments and other key stakeholders
- Lead major projects or manage organisational change
- Manage a large team/office/department

Experience and Credentials

Today's leaders must be able to deal with sensitive negotiations, high pressure situations and be prepared for the unexpected. Our courses are aimed at teaching them how to do just that.

ADRg Ambassadors are leading exponents of "diplomatic communication", the practical application of skills learned in senior diplomatic posts to modern communications in an international setting.

ADRg Ambassadors' *Training and Coaching Programme* is led by Charles Crawford CMG, a founder member of ADRg Ambassadors and a skilled trainer and public speaking expert. After leaving the British Diplomatic Service in 2007 he led the first two diplomatic mediation courses for the European Commission (DG RELEX) in Brussels. In 2010 he led the first DG RELEX course on Solving Dilemmas in Diplomacy.

Charles Crawford is an accomplished public speaker and speechwriter. In 1987 he wrote the first-ever FCO Guide to Speechwriting, still the basic FCO speechwriting training text. He has given specialist speechwriting and diplomatic drafting training to senior EU and national diplomats in Brussels, Stockholm, Valletta, Warsaw, The Hague and London, and helped write keynote speeches for various top European officials.

Each Ambassador member of the training team has a record of high-level personal achievement as well as a professional mediation qualification from ADR Group, a leading international mediation organisation.

For particular courses we are able to draw on other experts with experience in mediation, counter-corruption work and executive coaching.

Working with its mediation partner, ADR Group, ADRg Ambassadors has over ten years' experience in international training including India, Brazil, Saudi Arabia, South Africa, Nigeria, Botswana, Sierra Leone, Democratic Republic of the Congo, Zambia, Japan, Portugal, Poland, Slovenia, Croatia, Barbados, Jamaica, Mauritius, Malta, Netherlands, Sweden, the European Commission and the United Kingdom.

Approach

The emphasis in ADRg Ambassadors training is operational effectiveness. Participants are shown how to put into practice lessons learned from written course material and oral presentations: role-plays are based on realistic professional scenarios and frank self-criticism which forms a central part of the training approach.

Our programmes are designed to suit each client's needs. Courses can be delivered in stand-alone form or to complement in-house programmes. Courses can be presented so as to accommodate the logistical and practical priorities of participants. They can be presented in full or half days, at the offices of the participants or at specially selected locations. The courses are in English but in response to particular needs we are able to deliver courses in other languages using our range of international contacts from the diplomatic community.

Training Courses 2008-2011

Advanced Negotiation	International Atomic Energy Agency (IAEA)
Diplomatic Drafting	Sweden – Ministry of Foreign Affairs
Mediation, Negotiation and Cross-Cultural Communication	International Telecommunications Union (ITU)
Making a Personal Impact (Communication Skills) and Reaching a Deal (Negotiation Technique)	United Nations Industrial Development Organization (UNIDO)
Diplomatic Speechwriting	Malta – Ministry of Foreign Affairs
Drafting Speaking-Notes	EU - DG RELEX/DG ELARG
Effective Briefing	EU - DG RELEX
Mediation in International Settings	Diplomatic Academy of Vienna
Mediation in International Settings	EU – DG RELEX
Modern Diplomacy	UK – Foreign and Commonwealth Office (FCO)
Political Analysis/Reporting	EU - DG RELEX/DG ELARG
Political Lobbying	EU - DG RELEX
Solving Diplomatic Dilemmas	EU - DG RELEX
Speechwriting/Speechmaking	Poland – Ministry of Foreign Affairs
Writing with Impact	Netherlands – Ministry of Foreign Affairs

Testimonials

“The workshop has had such a positive impact; people are still talking about it.”
Head of Administrative Services, International Telecommunication Union, May 2011

“Thank you for succeeding in engaging our senior staff. This is not an easy task, but you did it perfectly.”
Head of Training, International Atomic Energy Association, June 2011