JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Globalisation Readiness for Senior Managers Training Course

25 – 29 January 2027
Amsterdam

jupiterprime.uk

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

Globalisation Readiness for Senior Managers Training Course

Ref: 1482_54961 **Date:** 25 – 29 January 2027 **Location:** Amsterdam **Fees:** 5600 GBP

Globalisation Readiness for Senior Managers is a 1-week training course for senior leaders in organisations that buy, sell, produce or hire across borders, ending with a globalisation readiness assessment for their own business unit. Tariff shifts, supplier concentration and fragmenting trade blocs now reach operating plans faster than annual strategy cycles can absorb. Jupiter Prime Training offers this course to help leaders judge how prepared their unit is before the next external shock arrives.

Why Globalisation Readiness for Senior Managers Matters Now

Three forces test internationally exposed organisations at once. Trade policy has become less predictable, with tariffs, sanctions and local content rules changing market access quickly. Supply networks built for lowest cost have proved fragile when a single region or carrier is disrupted. Workforces and customer bases are more culturally mixed, so decisions made at headquarters land differently in each market. Units that map these exposures early can rebalance sourcing and market priorities calmly; those that do not face rushed, expensive responses. The course draws on the PESTLE scan, the CAGE distance framework, Hofstede's cultural dimensions and the integration-responsiveness grid.

Who Gains Most from Globalisation Readiness for Senior Managers

- Business unit heads accountable for revenue from several national markets
- Senior operations and sourcing leaders responsible for multi-country supplier networks
- Strategy and corporate development leads who evaluate market entry, exit or partnerships
- Regional general managers who adapt group policies to local customers and regulations
- Senior HR leaders who staff and develop culturally diverse leadership teams

Executive committees of mid-sized exporters and regional groups gain most when two or three members attend together and assess the same unit from different angles.

Globalisation Readiness for Senior Managers Capabilities

Participants learn to translate distant geopolitical and market movements into specific exposures, options and priorities for the business they run.

- Assess market exposure with a PESTLE scan and CAGE distance review — prioritising markets for the executive committee
- Map supplier concentration and single-point dependencies — informing sourcing diversification choices
- Weigh global integration against local responsiveness — shaping the operating model for each region
- Apply cultural dimension profiles to leadership and negotiation — supporting managers of mixed teams
- Test entry, partnership and exit options against scenarios — guiding board-level international strategy
- Build a readiness scorecard with escalation triggers — giving the leadership team an early warning view

Key Globalisation Readiness for Senior Managers Terms

- Globalisation readiness — the degree to which a unit's strategy, supply network, people and controls can absorb international shocks and capture cross-border opportunities.
- CAGE distance framework — a model comparing markets on cultural, administrative, geographic and economic distance.
- Integration-responsiveness grid — a model that positions a business between global standardisation and local adaptation.
- Supplier concentration — reliance on a small number of suppliers, locations or routes for a critical input.
- Nearshoring — moving production or sourcing closer to end markets.
- Cultural dimensions — measurable differences between national cultures that shape workplace expectations.

Globalisation Readiness for Senior Managers Day by Day

Day 1: Forces Reshaping Global Business

- PESTLE Scan of Operating Markets — External Shifts With Strategic Weight
- Trade Bloc and Tariff Dynamics — Market Access and Pricing Implications
- Geopolitical Risk Indicators — Sanctions, Instability and Currency Exposure
- Digital Trade and Data Localisation — Constraints on Cross-Border Services
- Exposure Heat Map — Ranking Markets by Revenue and Vulnerability

Day 2: Supply Network Exposure

- Supplier Concentration Mapping — Single-Point Dependencies in Critical Inputs
- Logistics Route Vulnerability — Port, Carrier and Chokepoint Disruption
- Nearshoring and Dual Sourcing Options — Cost Versus Resilience Trade-Offs
- Supplier Country Risk Profiles — Manufacturing and Food Processing Cases
- Inventory Positioning Strategy — Buffer Stock Location for Global Disruption

Day 3: Leading Across Cultures

- Hofstede Cultural Dimensions — Leadership Style Adjustments by Market
- Cross-Cultural Negotiation Patterns — Preparing for Partner and Government Talks
- Expatriate and Local Leadership Mix — Staffing Regional Management Teams
- Global Policy Localisation — Adapting Group Rules to Local Norms
- Virtual Multinational Team Practices — Decision Rhythm Across Time Zones

Day 4: International Strategy Choices

- CAGE Distance Framework — Comparing Attractiveness of Candidate Markets
- Integration-Responsiveness Grid — Choosing the Regional Operating Model
- Entry Mode Selection — Export, Licensing, Joint Venture or Subsidiary
- Scenario Planning for Trade Disruption — Strategy Under Alternative Futures
- Market Exit and Retrenchment Criteria — When to Withdraw or Scale Down

Day 5: Practising the Globalisation Readiness Assessment

- Exposure Profile Consolidation — Applying Market and Supplier Maps
- Cultural Capability Review — Applying Dimension Profiles to Leadership Gaps
- Strategic Option Testing — Applying Scenarios to Entry and Exit Choices
- Readiness Scorecard Design — Indicators and Escalation Triggers for the Committee
- Globalisation Readiness Assessment — Final Unit Report for Executive Review

Applying Globalisation Readiness for Senior Managers After the Course

- Present the readiness assessment to the executive committee and agree the three exposures that need action this quarter.
- Commission a supplier concentration review for the five most critical inputs and set dual sourcing targets where dependency is highest.

Globalisation Readiness for Senior Managers Questions FAQ

What is globalisation readiness for senior managers, and why does it matter now?

It is the ability to judge how well a business unit can absorb international shocks and seize cross-border opportunities. It matters now because trade rules, supply routes and market access change faster than traditional planning cycles.

Which roles gain most from globalisation readiness for senior managers?

Business unit heads, senior sourcing leaders and strategy leads in internationally exposed organisations gain most. You benefit most if your revenue, suppliers or workforce span several countries.

How does globalisation readiness for senior managers differ from a cross-cultural communication course?

It connects culture to strategy, supply networks and market choices rather than focusing on interpersonal communication alone. The output is a business assessment, not a personal skills plan.

What do you bring back from globalisation readiness for senior managers training?

You bring back a globalisation readiness assessment for your unit, with an exposure heat map, supplier concentration findings, strategic options and a scorecard with escalation triggers.

Globalisation Readiness for Senior Managers: The Way Forward

The globalisation readiness assessment first informs which market or supplier exposure deserves executive attention this quarter. Business unit heads present it to the leadership team, and strategy leads track its scorecard between reviews. After its first use, the perspective worth revisiting is the balance between integration and local responsiveness, since external shocks often shift where autonomy should sit.