

Cross-Cultural Business Communication for Latin American Leaders and Teams Overview



In today's connected world, effective communication across cultures is not just a soft skill, it is a competitive advantage.

This course is designed for Latin American leaders, managers, and employees who navigate daily interactions with global colleagues, partners, and clients. Participants will gain the tools to strengthen business communication across cultures, improve collaboration, and avoid costly misunderstandings in negotiations, leadership, and team dynamics.



Why This Course Matters

Organizations increasingly operate in environments where decisions, projects, and partnerships span continents. For leaders and employees in Latin America, understanding cultural differences and adapting communication styles can accelerate business outcomes, improve trust with international stakeholders, and create high-performing multicultural teams.

“Studies suggest as many as 70–90% of acquisitions fail to meet their objectives; cultural clashes, poor integration planning, lack of communication, overpayment and weak due diligence are repeatedly listed as leading causes.”

– Harvard Business Review; McKinsey; Bain

Delivery Options

Online: Flexible, interactive training for distributed teams.

In-Person Intensives: Conducted at the client’s location in Latin America or at the University of Ottawa, for maximum impact and team alignment.

Blended Pathway:



Assessment of participants' cultural communication profiles



Online preparaton modules to establish foundational concepts



In-person immersive training (workshops, simulations, role-plays)



Follow-up coaching through one-on-one sessions or group discussions

Alignment with uOttawa PDI Programs

This course can be combined with other Professional Development Institute offerings to create a broader executive education pathway, including programs in leadership, digital transformation, artificial intelligence, and cyber security—ensuring participants are equipped not only to lead across cultures, but also in areas that are shaping the future of business.

Industry focus

Every program is designed with your industry at the center. Whether in mining, finance, energy, technology or manufacturing, we tailor our approach to reflect the realities of your sector. By integrating intercultural intelligence with industry-specific challenges and opportunities, we equip leaders and teams with practical, immediately applicable skills.

The result? Stronger collaboration, more effective negotiations, and leadership strategies that **drive performance and trust** across borders — ensuring your organization thrives in today's complex global marketplace.



Additional Services

To maximize organizational impact, we offer tailored support beyond the core course:



One-on-one cultural coaching for senior leaders and expatriates.



Leadership retreats for focused issue resolution within multicultural teams.



Country-specific briefings before key relocations or negotiations.



Decision support during high-stake cross-border engagements.



Culturally informed leadership style assessments for individual growth.



Advisory on stakeholder management in complex international environments.



Ethnocentrism Risk Assessment - Minimizing cultural blind spots that lead biased decision-making.

Instructor:

Jennifer Burge is an American-Australian intercultural communications expert with 30 years of global business experience in more than 50 countries. As the founder of WorldWise Consulting, she advises executives, governments, and institutions on cross-cultural intelligence, international strategy, and stakeholder engagement.



Next steps:

Let's connect for a quick call to learn more about your team's goals and challenges. We'll walk you through the available options, recommend what will work best for your organization, and confirm the timing that fits your needs.

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