



FOUND IN TRANSLATION: Human Capability Solutions to Enhance India-Based Business Expansion

CENTERNORTH International provides specialized business development and human capital solutions for India-based companies seeking to differentiate themselves and increase win ratios and customer retention in the competitive outsourcing ecosystem.

Our holistic solutions consist of three components:

- 1) Sales Force Training: maximize impact and success at the C-Suite level.
- 2) Communications and Management Training: strengthen expectation management and customer retention.
- 3) Most importantly, the developmental awareness of “Cultural Intelligence” is embedded throughout our service offerings.

The **CENTERNORTH International** team is uniquely positioned to help India-based companies become even more successful. We have conducted in-depth research on the US-Indian buyer-supplier relationship, we have extensive experience working in the technology sector on a global basis, we have provided human capital solutions to multi-national companies, and we have “walked the walk” by effectively making our own professional intercultural adaptations and adjustments.

Our integrated and highly customized programs include:

- Business Development Advisory Services
- Sales Process Training
- Communication and Presentation Training
- Business Writing
- Business Etiquette and Networking Skills
- Leadership Development and Performance Management.
- Academic Research in Partnership with the Dolan School of Business