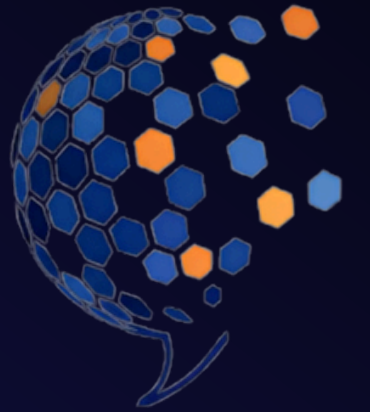




GLOBAL *Intelligence*

Decision | Culture | Negotiation

**STRATEGIC TRAINING
PORTFOLIO**

ANGELINA BEJGROWICZ
AB – GLOBAL CONNECTIONS



ANGELINA BEJGROWICZ

Polish strategist specializing in **strategic negotiation**, **persuasion**, and **cultural intelligence**, with more than decade of international experience across Europe and Latin America. She has supported organizations in more than **30 global markets** and is fluent in **six languages**, integrating communication, culture, and strategy to develop global leaders. Creator of the **Global Intelligence Framework**, a methodology that unites culture, strategy, negotiation, and leadership for high-performance global impact.

Founder of AB – Global Connections, guest professor at Fundação Dom Cabral (FDC), consultant for HSM, international speaker, and author of the book **Cultural Intelligence: Developing Global Competencies for International Success**, also available as an online course.





Her work combines technical expertise, global experience, and a practical approach, helping leaders and teams communicate with clarity, influence with purpose, and negotiate with strategic awareness in multicultural contexts.

ACADEMIC BACKGROUND

Executive MBA in Strategic and Business Economics

Fundação Getúlio Vargas (FGV), São Paulo, Brasil

Postgraduate Degree in Sales Management

University of Business Administration, Poland

Bachelor's in Management and Production Engineering

University of Natural Sciences, Poland

Bachelor's in Management

University of Évora, Portugal

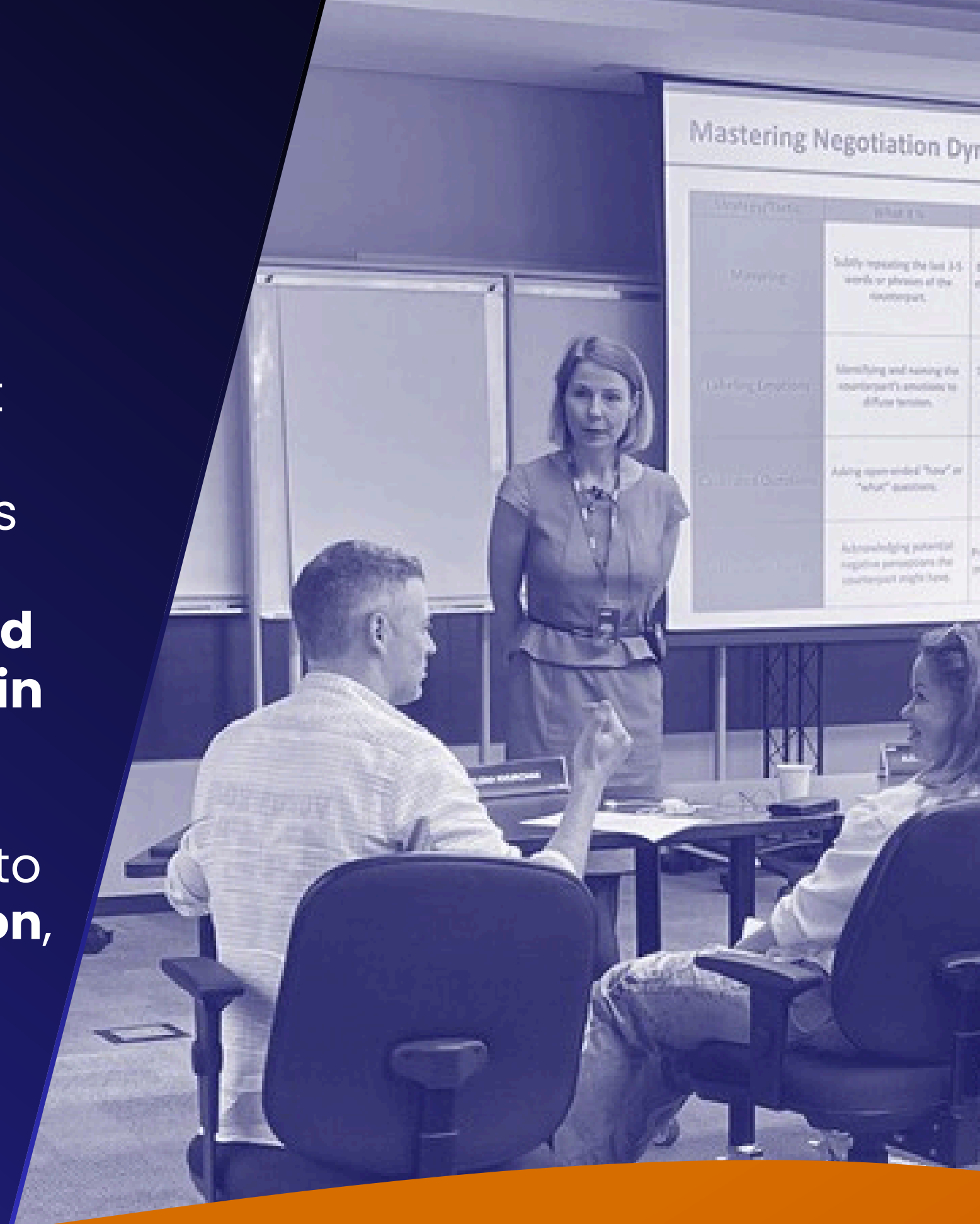
Master's in Biotechnology

University of Natural Sciences, Poland

GLOBAL INTELLIGENCE

We live in a rapidly changing global environment where economic, technological, and cultural boundaries are constantly being reshaped. In this context, competitive advantage lies not only in business strategy, but in the **ability to understand people, interpret contexts, and act intelligently in multicultural environments.**

This is what we call **Global Intelligence**: the ability to integrate **strategy, cultural perception, negotiation, influence, and contextual awareness** to lead, communicate, and make high-performance decisions in any market.

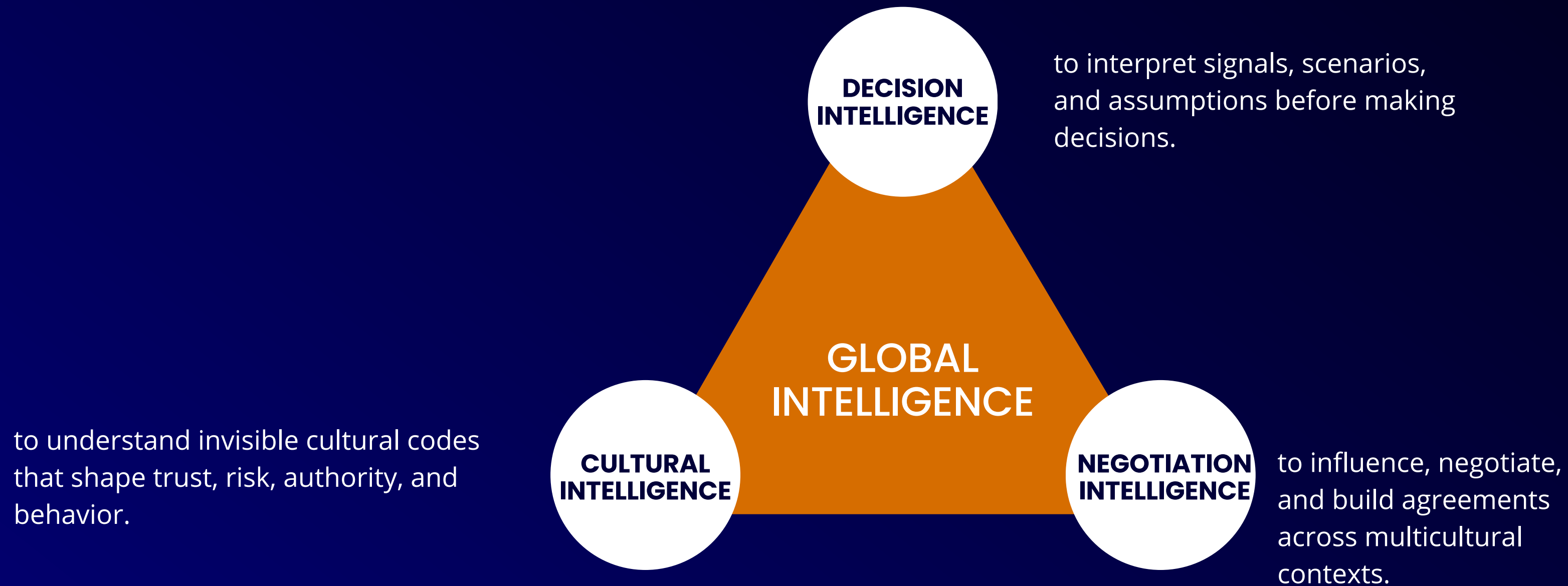


Mastering Negotiation Dynamics

Strategy/Tactic	What it is
Managing	Subtly repeating the last 3-5 words or phrases of the counterpart.
Linking Emotions	Identifying and naming the counterpart's emotions to diffuse tension.
Building Rapport	Adding open-ended "how" or "what" questions.
	Acknowledging potential negative perceptions the counterpart might have.

GLOBAL INTELLIGENCE

A HIGH-PERFORMANCE PROGRAM THAT INTEGRATES THREE ESSENTIAL INTELLIGENCES FOR OPERATING IN COMPLEX ENVIRONMENTS.



INTEGRATED PROGRAM STRUCTURE

One program. Three integrated phases. One continuous logic of decision, culture, and negotiation.



01 Decision Intelligence

- Global Convergences
- Strategic Cultural Radar
- Decision Architecture

02 Cultural Intelligence

- Cultural Triangle: Context, Self – Cultural Mirror, Self & Others
- Cultural Dimensions in the Corporate World
- Typology of Intercultural Styles

03 Negotiation Intelligence

- Negotiation Triangle: mindset, preparation, and international negotiation techniques
- Mapping international negotiator profiles
- Intelligent adaptation

PHASE 1

DECISION INTELLIGENCE





A B

GLOBAL CONNECTIONS

GLOBAL
Intelligence

01



READ THE WORLD

Decision Intelligence

AI, geopolitics, economics and technology change the rules while the game is being played. Those who fail to read the world decide based on a reality that has already changed.

The real cost never shows up on the balance sheet. **It shows up in decisions that arrived too late.**



Global Convergences

Reading convergences and critical signals — not isolated trends — to anticipate what comes next.



Strategic Cultural Radar

Mapping how context redefines assumptions before they turn into cost.



Decision Architecture

Structuring decisions with clarity in a world of uncertainty and constant change.

Companies aren't failing for lack of strategy — they're failing because they read the context too late.

PHASE 2

CULTURAL INTELLIGENCE



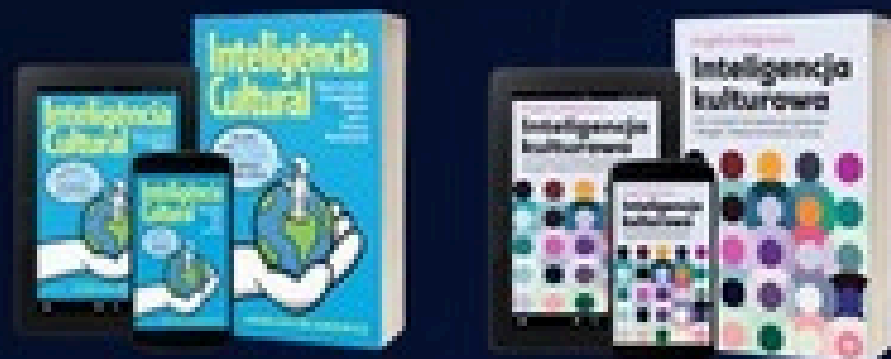


AB

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Intelligence

02



READ YOURSELF

Cultural Intelligence

Culture is the invisible grammar of decision-making: it defines what is accepted as truth, what looks like caution or paralysis — and what distorts your reading without you noticing.

Culture is not a soft skill. **It's the infrastructure of decision-making — and of negotiation.**



Biases and Blind Spots

What you assume to be obvious is exactly what distorts your reading of context.



Cultural Dimensions

How beliefs, values and cultural lenses operate in the corporate world — and in decisions.



Cultural Mirror

Understanding your own cultural programming to interpret reality without distortion.

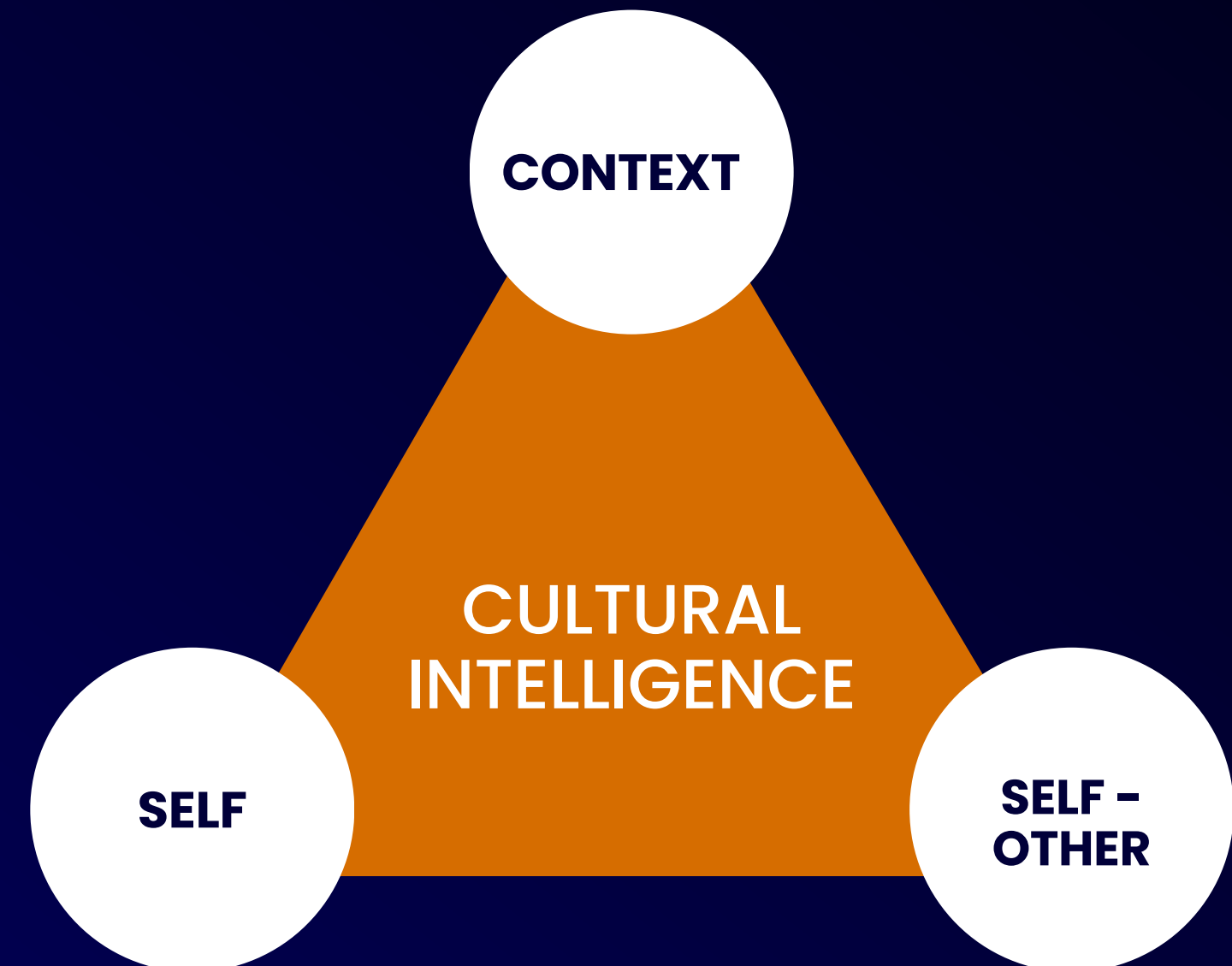
Those who don't master this reading make decisions that are correct in form — and wrong in interpretation.

CULTURAL INTELLIGENCE

EXECUTIVE PROGRAM FOR GLOBAL LEADERS AND TEAMS

Topics covered:

- Cultural Triangle (Context – Self – Self/Other)
- Strategic context reading
- Cultural self-awareness (Cultural Mirror)
- Interpreting the “Other” in global environments
- Cultural dimensions applied to leadership
- Real cases and high-complexity simulations
- Action plan and intercultural development roadmap

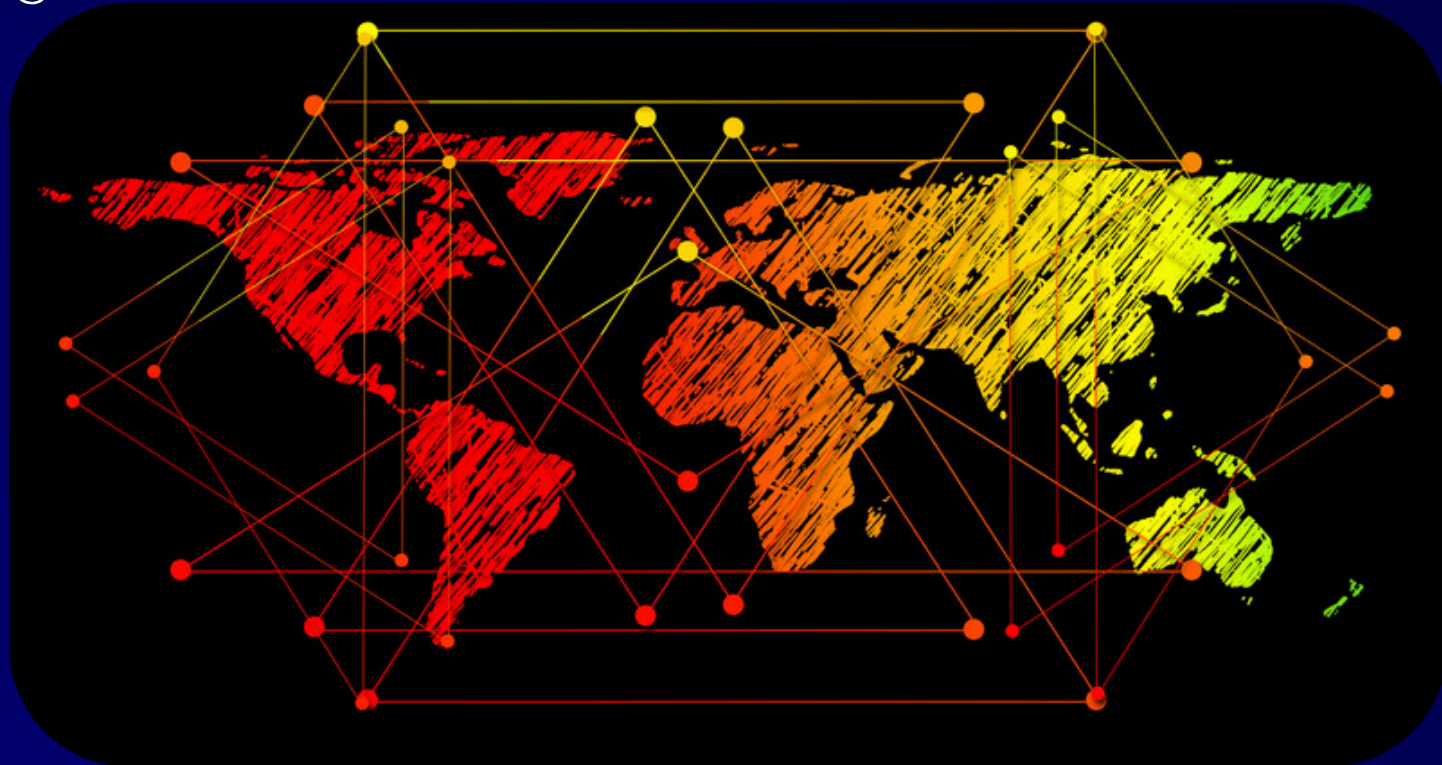


CULTURAL INTELLIGENCE

CONTEXT & SELF — THE FOUNDATIONS OF CULTURAL INTELLIGENCE

Context is everything

Each culture has its own codes, rhythms, and communication patterns. Adapting to context is more than respecting differences — it is about increasing influence, reducing noise, and boosting global outcomes.



Cultural Mirror: the “Self”

Cultural self-awareness is the foundation of global leadership. Those who understand their own cultural lenses lead with empathy, flexibility, and strategic intelligence.



CULTURAL INTELLIGENCE

DIMENSIONS THAT SHAPE COMMUNICATION, LEADERSHIP AND DECISION-MAKING IN MULTICULTURAL ENVIRONMENTS

Global companies operate in contexts where communication styles, evaluation methods, and decision-making processes vary significantly across cultures. Mastering these differences is essential for leadership, team alignment and high-stakes negotiations.

Dimensions that influence cultural behaviors:

- **Communication** – low-context vs. high-context
- **Evaluation** – direct negative feedback vs. indirect negative feedback
- **Persuasion** – principles-first vs. applications-first
- **Leadership** – hierarchical vs. egalitarian
- **Decision-making** – top-down vs. consensual
- **Trust** – task-based vs. relationship-based
- **Disagreement** – confrontational vs. avoidant
- **Perception of Time** – linear vs. flexible
- **Negotiation** – 8 types of negotiators around the world



PHASE 3

NEGOTIATION INTELLIGENCE





AB

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Intelligence

03



READ THE OTHER

Negotiation Intelligence

Deals don't fail for lack of a proposal — they fail from misreading the other side. Reading the other is what turns negotiation into connection and results.

What moves — and what stalls — **the other party across the table.**



Profiles and Styles

Reading international negotiator profiles: motivators, styles and relational dynamics.



Trust and Influence

Building genuine relationship and influence — the foundation of any deal that lasts.



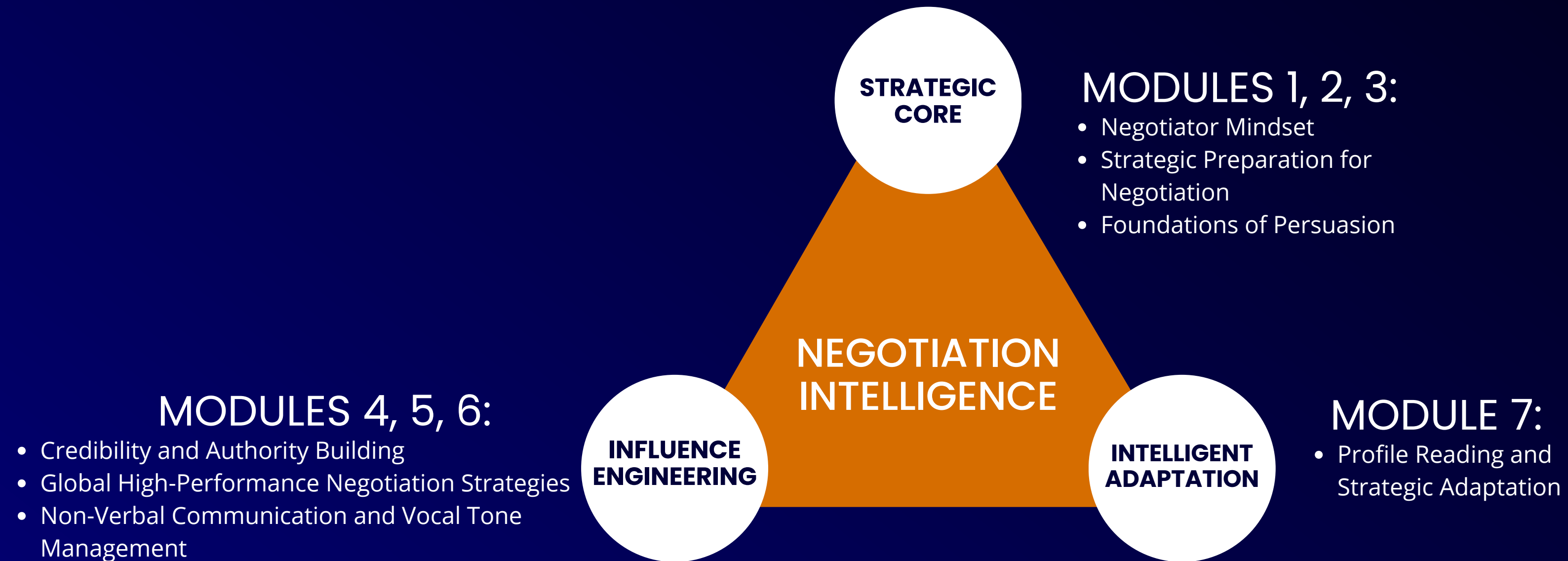
Negotiation and Deals

Mindset, preparation and technique: smart adaptation for agreements that last.

Reading the other to build connection, influence and agreements that stand the test of time.

NEGOTIATION INTELLIGENCE

A HIGH-PERFORMANCE PROGRAM WITH 7 INTERCONNECTED MODULES —
OR INDIVIDUALLY APPLIED ACCORDING TO YOUR NEEDS AND CHALLENGES.



A HIGH-PERFORMANCE PROGRAM WITH **7 INTERCONNECTED MODULES**
OR INDIVIDUALLY APPLIED ACCORDING TO YOUR NEEDS.



Module 1:
Negotiator
Mindset



Module 2:
Strategic
Preparation for
Negotiation



Module 3:
Foundations of
Persuasion



Module 4:
Credibility and
Authority
Building



Module 5:
Global High-
Performance
Negotiation
Strategies



Module 6:
Non-Verbal
Communication and
Voice Tone
Management



Module 7:
Profile Reading
and Strategic
Adaptation

NEGOTIATION INTELLIGENCE

NEGOTIATOR TYPES, STRATEGIC ADAPTATION AND DEVELOPED COMPETENCIES

What your team develops:

- Authoritative presence with emotional intelligence
- Strategic clarity and results-oriented decision making
- Persuasive and adaptable communication
- Advanced influence techniques and active listening
- Assertive expression and professional presence in any environment

How this is developed (proprietary method):

Integration of multiple approaches to work with different negotiator profiles:

- Behavioral styles (DISC)
- Cognitive and emotional preferences (MBTI / Jung)
- Classical temperaments (choleric, phlegmatic, etc.)
- Cultural dimensions of negotiation



STRATEGIC NEGOTIATOR PROFILES

Addressed in Angelina Bejgrowicz's proprietary method:

Direct
Leader

Inspirational
Intuitive

Relational
Empath

Precise
Analyst

Visionary
Leader

Harmonic
Pragmatist

Strategic
Diplomat

Global
Adapter

The program teaches how to identify and negotiate with each profile — with precision, empathy, and strategic intent.



Take your quick
assessment now

WE OFFER STRATEGIC SOLUTIONS FOR COMPANIES THAT AIM TO:

Close high-
complexity
deals with
greater
precision.

Reduce noise
and conflicts in
negotiations.

Develop global
vision and
strategic
mindset.

Strengthen
international
presence and
competitiveness.

Position the
company as an
international
benchmark.

Increase team
performance in
complex
environments.

STRATEGIC SOLUTIONS

01.

EXECUTIVE
PROGRAMS &
IN-COMPANY
WORKSHOPS

02.

HIGH-IMPACT
KEYNOTES FOR
LEADERSHIP
TEAMS

03.

STRATEGIC
CONSULTING IN
CULTURE, LEADERSHIP
& NEGOTIATION

04.

BOOK + EXCLUSIVE
AUTHORIAL CONTENT

05.

PREMIUM
EXECUTIVE
MENTORING

06.

ONLINE COURSES
& INTERNATIONAL
PUBLICATIONS



An integrated solutions ecosystem powered by the **Global Intelligence Framework**
— the authorial methodology that connects culture, strategy and negotiation to drive global results.

PARTNER COMPANIES AND CLIENTS



Impact **Delivered**

Impact **Evidence** — Companies that trust our work



THALES

Cultural intelligence program applied to leadership and diversity.



SKOLKOVO & FDC

International module on cultural intelligence and intercultural negotiation for C-level executives.



ADIENT & HSM

Corporate journey focused on quality culture, leadership, and integration of global plants.



EY

Negotiation and strategic persuasion training for senior leaders.

PROVEN RESULTS FROM PARTICIPANTS

In every development process, there is an element that goes beyond tools:

the ability to spark self-reflection.

That was exactly what happened in one of the recent trainings.

The result? A 100 NPS — with all participants recommending the experience.

And beyond numbers, what touched me the most were the comments:

“Excellent learning and reflection.”



“We must always reflect, act and take responsibility.”



“Responsibility for change (courage)”



“Powerful training with thought-provoking questions”



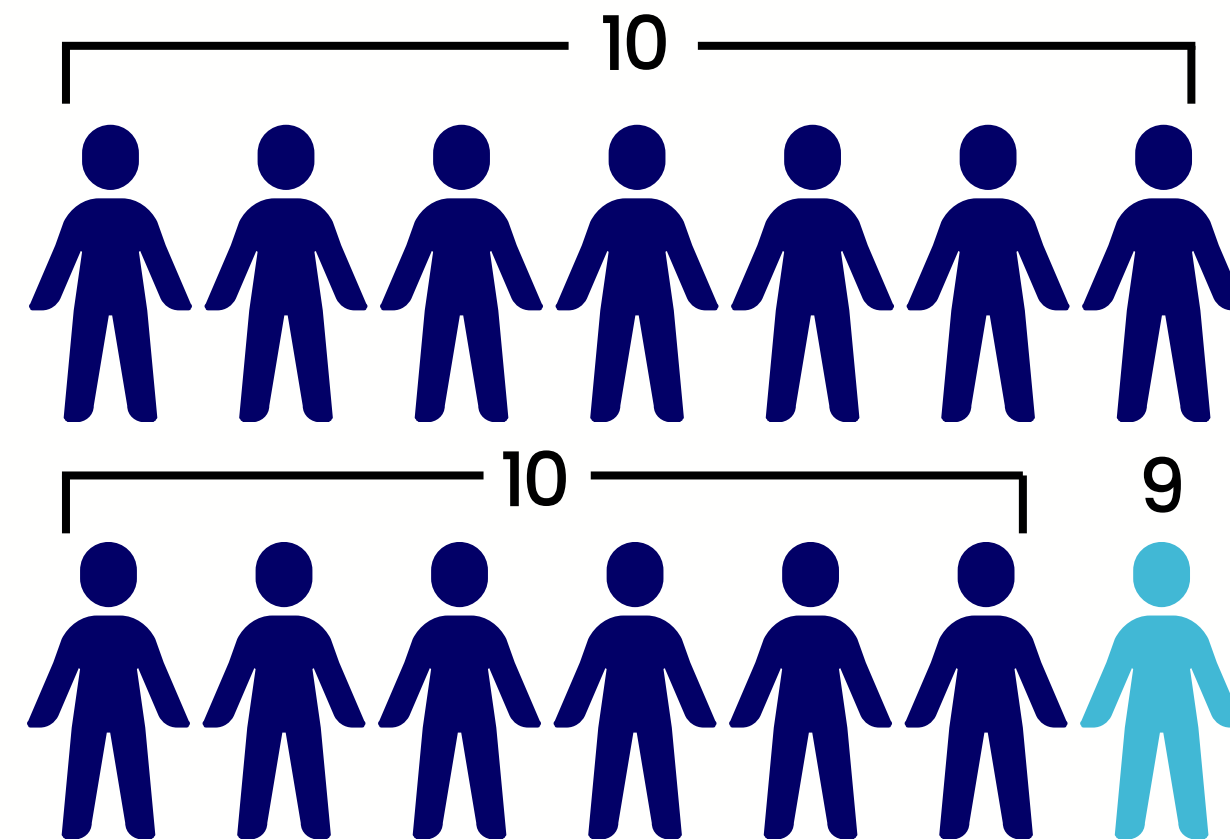
CONSISTENT RESULTS

Indicators that reflect the effectiveness of the programs

100%
Gave the facilitator the
highest score.



NPS 100%



What sets us apart in the global context?

We work with the **Global Intelligence Framework**, an integrated approach that connects culture, strategy and negotiation to enable high-impact decisions in diverse environments.



Proprietary Models

Frameworks tested in real international projects.



Depth with Immediate Application

Concepts translated into practical actions and decisions.



Tailor-Made Solutions

Strategic initiatives aligned with global and critical challenges.



Global Multicultural Experience

Direct experience in multiple countries and diverse contexts.

Let's talk about your global challenges and next steps.



www.abglobalconnections.com



angelina@abglobalconnections.com



+55 (11) 95145-4286



ANGELINA BEJGROWICZ

AB – GLOBAL CONNECTIONS