

# Leadership Across Borders & Culture

Decoding Core Cultural Dimensions for Better Relationships and Effective Global Decision-Making.

## DATES

6<sup>th</sup> - 7<sup>th</sup>  
July 2026

## VENUE

Johannesburg -  
South Africa

*Georgina Barquin*

COURSE TRAINER

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## Course Overview

In today's business environment, professionals often find themselves reviewing or managing contracts—without having a legal background. This practical course is designed to help business professionals understand commercial contracts by focusing on essential legal concepts, common clauses and effective risk management.

Participants will gain confidence in interpreting agreements, working with legal counsel and negotiating better terms for their companies, businesses and themselves.

## Key Learning Outcomes

- Evaluate whether a document is legally binding.
- Understand key legal concepts such as warranties, indemnities, exclusion clauses and liquidated damages.
- Spot red flags, unclear terms, and areas requiring negotiation.
- Apply knowledge of contract types such as fixed-price and cost-reimbursable models.
- Assess insurance and indemnity mechanisms for risk mitigation.
- Utilize supporting documents like NDAs, MOUs and Letters of Intent effectively.
- Determine when and how contracts can be properly terminated.

## Why You Should Attend?

- Professionals who review, manage, or negotiate contracts but lack legal expertise.
- Organizations aiming to reduce legal risks and enhance internal contract management skills.
- Business units seeking to improve collaboration with legal teams and streamline commercial decisions.
- Individuals looking to boost their confidence in contract interpretation, negotiation, and enforcement.
- Teams involved in cross-border transactions, where understanding risk and legal language is crucial.

## Course Facilitator

### Georgina Barquin

Legal Consultant  
& Trainer  
LL.B (Hons.)  
University of  
London, CLP



Karen Dawson is an experienced legal consultant and trainer with over 20 years in the oil & gas and construction sectors. Karen Dawson has held key in-house legal positions, including with global offshore contractor Saipem Asia Sdn. Bhd., and later as Head of Legal at Sime Darby Berhad's Energy & Utilities Division, where she built and led a dynamic legal team. Karen Dawson has advised extensively on legal and contractual matters, particularly in oil & gas projects across upstream and midstream sectors, and on large-scale infrastructure projects such as the Bakun Dam. Karen brings deep expertise in:

- Oil & gas and civil construction contracts
- Contract negotiation and risk management
- Arbitration, litigation, and dispute resolution

Karen has negotiated successful outcomes with major industry players including:

- ExxonMobil, Total, Murphy Oil, Maersk Oil Qatar,
- PTT Thailand, Modec International LLC, and Sarawak Hidro Sdn. Bhd.

With a solid grasp of business needs and legal obligations. Karen is known for her ability to align legal strategies with commercial objectives. Currently, she consults on contract-related matters in Kuala Lumpur and conducts professional training for both legally and non-legally trained professionals. Karen is a trainer at Brickfields Asia College, delivering programs such as:

- Commercial Contracts
- Masterclass in Drafting Contracts
- Oil & Gas Contracts

Karen's corporate training experience includes:

- PERTAMINA (Indonesia) - Managing Contractual Risk in EPC Contracts
- Digi Telecommunications (Malaysia) - Understanding Commercial Contracts
- Public sessions on legal drafting and contract review in Kuala Lumpur and Sarawak

Karen is known for her engaging delivery style and practical approach, making complex legal concepts accessible and relevant. Karen's sessions are consistently highly rated by participants and client organizations alike.

## Trainer's Clientele:



S E F A R



REPSOL



Sabadell



Santander

Beam SUNTORY

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## Day 1

### Fundamentals of Culture & Dimensions

#### Session 1: History and Mindset

- Origins of culture and its impact on daily behavior, relationships, and decision making.
- Visual exploration of how mindset shapes perceptions of right/wrong and good/bad.
- Understanding perception and bias in communication.

#### Session 2: Relationship vs. Task Focus

- Identifying relationship based vs. task-based cultural and organizational behaviors.
- Strategies to bridge these two approaches.

#### Session 3: Core Cultural Dimensions

- Introduction to three cultural dimensions that affect communication, leadership, and decision making.
- How these dimensions interact and influence leadership styles.

#### Workshop & Group Activity

- Group research and presentations.
- Business case analysis and discussion to apply cultural analysis frameworks.

## Day 2

### Dimensions of Culture

#### Session 1: Two dimensions of culture and a framework

- Work continues from the previous session:
  - Analyzing the variables that most affect communication, relationships, expectations and decision making in a business scenario.
  - Understanding how dimensions interconnect with each other and the impact it has on Leadership

#### Session 2: Lewis Model

- Overview explaining three approaches to TRUST

#### Session 3: The “right” balance for effective leadership

- Understanding how dimensions and culture affect Team performance, decision making, negotiations and delivery
- Integrating the Culture Models into your Leadership Style

#### Workshop & Group Activity:

- Hands on practice: Attendees will be given a framework and will work in groups to research specific topics, debate on them and present their findings
- The trainer will provide further examples
- A business case will be presented for everyone to analyze and debate

This part of the training provides attendees with basic tools to be able to make a cultural behavioral analysis and strategize better ways of communicating with people from ALL over the world.

### Programme Schedule

08:30 am – 09:00 am	Registration & Coffee Break
09:00 am – 11:00 am	Course
11:00 am – 11:30 am	Networking & Coffee Break
11:30 am – 01:00 pm	Course
01:00 pm – 02:00 pm	Networking & Luncheon
02:00 pm – 03:00 pm	Course
03:00 pm – 03:15 pm	Networking Break
03:15 pm – 05:00 pm	Course

### Who Should Attend?

- C-suite Executives / Senior VP, VP, Director
- Manager, Team Lead, Department Head
- Human Resources Managers/Directors
- Learning & Development (L&D) Professionals
- Project Managers
- Business Development Managers/Directors
- Sales Managers/Directors
- Mergers & Acquisitions Managers
- Entrepreneurs and Founders
- International Relations Managers
- Operations Managers/Directors
- Talent Management Specialists

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## Registration Form

Event Code: **CS-LABC-020**

Please fill & sign below form & send us on  
[training@corsol.net](mailto:training@corsol.net)

### Course Fee

#### Registration Fees:

- Book 1 delegate Pay USD 1,295/delegate
- Book 2 or 4 delegates Pay USD 995/delegate
- Book 5 or more Pay USD 795/delegate

(All pricing excludes all taxes)

#### Payment Mode:

- Payments will be made by **Credit Card** or by **Bank transfer**, an Invoice will be sent soon after we receive the signed & filled registration form.
- Payment is required within **5 working days** after the receipt of the invoice.
- Payment must be received in full prior to the Course Origination.

#### Terms & Conditions:

- 1) Fee Includes (For Face 2 Face Training): the course fee covers all course material, lunch & refreshments. Please note that hotel accommodation is not included in the course fee.
- 2) Fee Includes (For Virtual Training): the course fee covers the live course session & the course material soft copies along with Certificates of Attendance.
- 3) Payment terms: Payments are required within 5 working days from the date of receipt of an invoice; all payments should be transferred by Credit Card/bank transfer to the Corsol International account. A receipt will be issued as payment is received.
- 4) Cancellation /Substitution Policy: Cancellation is only acceptable if submitted to us by email & will be subject to charges, cancellation received 60 days prior to the event 25% of the training fee will be charged, 30 Days prior to the event 50% of the training fee will be charged, 15 days prior to the event 75% of the training fee will be charged, 7 days prior to the event 100 % of the training fee will be charged. Substitution is the best option to avoid cancellation, as the cancellation is required in writing via email likewise Substitution is also required by email with complete details of the substituted delegates (Name, Position, Email & Mobile).
- 5) In the case of No Show, clients cannot claim any refund, & are not entitled to claim the Credit Voucher.
- 6) Cancellation by a paid client; does not subject to any cancellation charges, Corsol International will either accept the substitution or will provide a Credit Voucher of the Invoice amount which can be utilized in any of our future training, with validity up to 6 months.
- 7) Every possible effort is made to incorporate the event as it campaigns, however, due to any unforeseen circumstances Corsol International reserves the right to change the venue, location, and trainer. Also due to unforeseen circumstances, the event may be canceled or postponed, in this case, the paid delegate(s) Corsol International will process & refund the full amount, less the bank/service charges up to 5 % or less.
- 8) While all topics shown in this brochure will be covered in the course, the facilitator/instructor reserves the right to restructure and delivers them in a different order or sequence.
- 6) The client is considered aware of all the above terms and conditions, as they sign on this registration form & Corsol International will not be responsible for any expectation or monetary loss as indicated above.

Delegate 1  
Name : \_\_\_\_\_  
Job title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Mobile: \_\_\_\_\_

Delegate 2  
Name : \_\_\_\_\_  
Job title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Mobile: \_\_\_\_\_

Delegate 3  
Name : \_\_\_\_\_  
Job title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Mobile: \_\_\_\_\_

Delegate 4  
Name : \_\_\_\_\_  
Job title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Mobile: \_\_\_\_\_

Delegate 5  
Name : \_\_\_\_\_  
Job title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Mobile: \_\_\_\_\_

**Note:** In case of 6 or more nominations make a duplicate of this form & fill in the details.

#### ORGANIZATION DETAILS:

Company : \_\_\_\_\_  
Address: (to be used on invoice): \_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_  
Country: \_\_\_\_\_

#### AUTHORIZED BY:

Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
JobTitle: \_\_\_\_\_  
Email: \_\_\_\_\_  
Date: \_\_\_\_\_

#### PAYMENT DETAILS:

**Credit Card Holder's Details - To send Payment Link**  
First Name: \_\_\_\_\_  
Last Name: \_\_\_\_\_  
Email: \_\_\_\_\_  
Country: \_\_\_\_\_