



PSharma Consulting



Pia Sharma

In a business world that is increasingly diverse and multicultural, the need to acquire necessary skills to navigate the potential minefield of inter-cultural communication and negotiation is absolutely crucial.

In order to get that client to stay, make that sale, and make sure staff have a harmonious work environment to meet the daily challenges, today's managers and leaders need to work on their cultural intelligence.

Pia Sharma is an authority on cultural intelligence (CQ) with extensive professional experience in navigating multi-cultural contexts and building client relations and alliances across cultural boundaries, both national, corporate and sub-cultural.

As a consultant and coach, Pia works with multinational organisations, educational institutions and business professionals and leaders to help them achieve effective and successful relations in culturally diverse environments.

Clients

*Uniqlo UK
Westminster University
Danish Attorneys' Association
NHS, Middlesex Hospital
Mumford Fine Art
Covenant Solutions
Elemental Design*

What Pia's clients say

"Pia, you are 25 years ahead of your time."

Attorney, Danish Attorneys' Association

"Working with Pia has enormously benefited my cross-cultural inter-company communication, teaching me the necessary skills to build relationships with my overseas colleagues and communicate more effectively."

Head of Marketing, Uniqlo

"Pia has been an tremendous asset to helping us gain a better understanding of our overseas partners' culture and working methods and helping us develop more effective strategies for negotiating and working with them."

Director, Covenant Solutions

About Pia:

Pia is an expert in cultural intelligence with more than 10 years of professional experience in cross-cultural communication from both the private and public sector.

She has worked with clients across different disciplines and sectors, ranging from public sector such as NHS to Finance and Marketing both in the UK and abroad.

Pia has an academic background in Linguistic Psychology and Comparative Linguistics.

She also studied Cross-Cultural and Collaborative Negotiation at Columbia University and has a certificate in advanced business coaching from Charles Bentley Associates, London.

Other Achievements:

Pia has recently guest lectured at Westminster University's Business School and for the Danish Attorneys' Association's mediation training programme.

She also has an upcoming guest-lecture at Aarhus University in Denmark.

Pia is currently writing a book on inter-cultural business communication and negotiation.

An introductory extract of the manual can be obtained from her marketing and PR consultant - Agnes Costa-Correa at agnescostacorrea@yahoo.co.uk.

Contact details:

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Example of programmes:

1. Cultural Identities in multi-cultural companies and organisations.
2. Cultural Intelligence – How to obtain a high CQ.
3. Outsourcing Relations – How to Succeed in inter-cultural collaboration.
4. How to deal with Inter-cultural Conflicts.
5. Building and maintaining client relations across cultural boundaries.

All programmes are bespoke and offered as either 1-2-1 coaching sessions or workshops and lectures.