

## Michael Landers, MA



**Michael Landers** is the founder of Culture Crossing, LLC, a global consulting organization dedicated to finding innovative solutions for groups and individuals working in challenging global conditions. Michael's work focuses on providing clients the necessary tools to help them achieve their goals, overcome obstacles, and navigate the complexities of global business with savvy, style, and sensitivity, no matter what shape their ventures take. For the past 12 years, Michael has been busy designing and facilitating programs for global executives and managers on leadership and change management, cross-cultural

communication and team building, diversity and inclusion, coaching and personal development, and international marketing and negotiation. His work has also included the international recruiting and staffing of high level executives and managers for positions throughout the world, with a strong focus on cross-cultural issues related to candidate assessment, negotiation of contracts, hiring legalities, interview techniques, and communication styles.

Michael has conducted business in more than 20 countries, including building and growing a consultancy business in **Japan**, staffing a global advertising conglomerate throughout the **EMEA Region**, managing an ongoing web development project in **India**, and leading a business and recruiting development initiative in **China, Singapore and Latin America**. These experiences have left him with a strong understanding of the pitfalls and challenges business professionals may face while working in the global community. He regularly facilitates large groups as well as conducts private coaching sessions. He is fluent in Spanish and Brazilian Portuguese, proficient in Japanese and has a working knowledge of Italian. He also shares his expertise with others by lecturing at schools and universities across the country on subjects such as intercultural communication, cross-cultural marketing, negotiation, and HR management, among other topics.

His recent client list includes top tier companies such as: **Yahoo!, Apple, Samsung, Roche, Novartis, Kaiser Permanente, Nike, and Isuzu Motors**. He holds a BA in International Relations from the University of Miami and a Masters in Global Training and HR Management from Lesley University. Guided by his passion for exploring different cultures and learning new languages, Michael continually seeks to broaden his own understanding of the global community.

Michael is also the founder of the new online portal, [www.culturecrossing.net](http://www.culturecrossing.net), which is an evolving database of cross-cultural information about every country in the world. This free, user-built reference is an invaluable resource for business professionals and is quickly gaining recognition as the perfect primer for all one's intercultural experiences.

You can reach him via email at [michael@culturecrossing.net](mailto:michael@culturecrossing.net).

### **Recent projects**

- Design and delivery of Negotiation, Coaching, Sales, and Employee Engagement workshops for a leading multinational pharmaceutical corporation. Countries included Switzerland, Brazil, USA, and Japan.
- Delivery of a company wide Leadership and Management program for a leading Silicon Valley dot com.
- Design and delivery of a companywide Global Effectiveness program for a leading Silicon Valley computer manufacturer. Countries included Japan, Singapore, USA, China, and Ireland.

### **Areas of Expertise**

- Global Business Leadership, Management and Coaching
- Global HR and Staffing
- Cross-cultural and Generational Diversity
- Certified in MBTI, LWS, TAP, CCAI, CWQ, MINDEX.

### **Educational Credentials**

- Masters in Global HR Management, Lesley University
- BA International Relations, University of Miami

### **Industry Experience**

- 10 years of independent business leadership, coaching and management consulting.
- 10 years working with global HR firms managing large international projects in multiple countries.
- 3 years leading international web project development teams.
- Strong experience in international business development and sales within the financial, advertising, IT, and retail industries.