



SCILT Business Breakfast

20 February 2015



Agenda

- Introduction
- Competition
- Why is language important
- The value of Networking
- So what does work look like?
- Q & A

Introduction

- A little goes a long way
- Why it's important
- OI! They're eating my lunch!!
- Does business really care – YOU BET!
- Geezajoabmistur.....

Competition



- Andy Murray v Tomas Berdych (new coach Dani Vallverdu)
- Sun Tzu – the Art of War - 2nd Century B.C.

Know your enemy, know yourself; 100 battles, 100 hundred victories!





The Non –UK Graduate Experience(the competition!)

Observations - Best Graduate experiences

- US – when good they are really good – entrepreneurial, confident and articulate
- India/Pakistan/Bangladesh – extremely diligent accurate, and entrepreneurial
- Africa – industrious, insightful, resourceful - direct but engaging
 - All the above show good to high levels of initiative
- China – Attentive, structured, hard working.
 - Tend to be less likely to take initiative ,very enthusiastic and task /project orientated.
 - varying confidence levels – quite polarised from not confident enough to appearing overly confident

Why Are They Here?

- World Class courses and research
- Enhance English language and communication skills (particularly Americans who also learn to spell)
- Gain experience of life outside of their native land

Additional aspirations

- Meet and collaborate with people from a large variety of different nationalities and backgrounds
- Achieve a level of societal integration in Scotland both personal Professional / business

The Importance of Languages

‘The Problem with the French is.....’



- Learning language introduces culture
- Culture helps understanding and empathy
- An appreciation of culture is rewarding
- People are proud of their culture
- You will gain trust and respect
- ‘Lets become friends then do business’

The Value of Networking

- Think of an interesting or unusual fact about yourself
- Identify someone here you have never spoken to or no nothing about
- When I say go – go and introduce yourself with purpose , a formal handshake, tell them your name, where you are from and your interesting fact. The other party should ask you questions about your interesting fact for a minute then change over .
- Questions?

The Value of Networking

- Who knows who and what do you know about them
- Being the most interested makes you most interesting
- Small details count
- Know your own USP and how that lines up with the values and interests of your network
- You don't always have to like people in your network

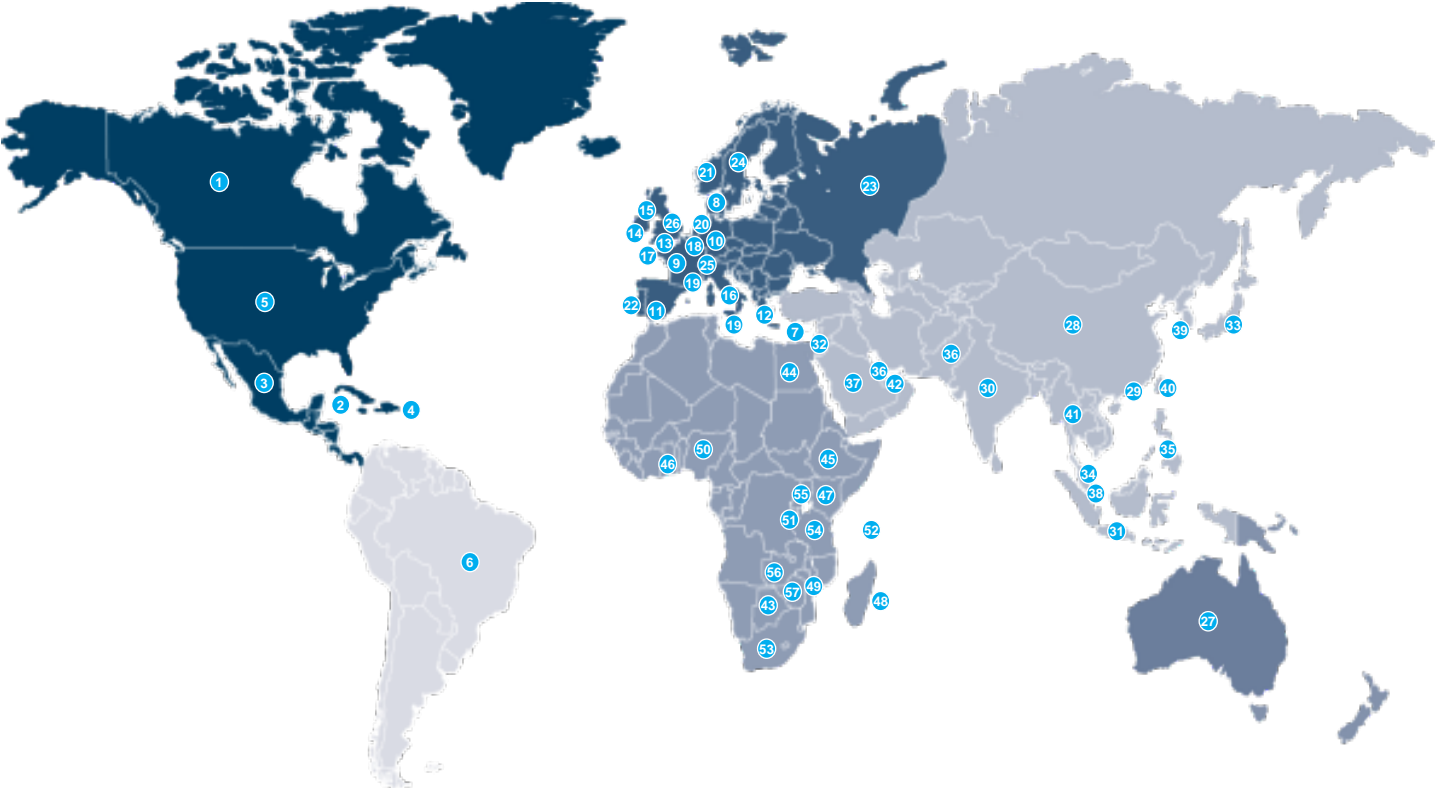
'I don't like that man, I must get to know him better'

(Abraham Lincoln)

- How can you be of value in linking other people in your network – Linked In..... There may be no apparent immediate benefit or reward. Gratitude and thoughtfulness goes a long way
- Work on remembering names, faces and key facts - personal and business

So what does work look like?

Our global reach makes it simple for you to achieve your international objectives and ambitions. We operate in more than 50 countries, employ more than 140,000 people and meet the financial needs of more than 48 million customers and clients worldwide.



North America

- 1. Canada
- 2. Cayman Islands
- 3. Mexico
- 4. Puerto Rico
- 5. **USA**

South America

- 6. Brazil

Europe

- 7. Cyprus
- 8. Denmark
- 9. **France**
- 10. **Germany**
- 11. Gibraltar
- 12. Greece
- 13. Guernsey
- 14. **Ireland**
- 15. Isle of Man
- 16. **Italy**
- 17. Jersey
- 18. Luxembourg
- 19. Monaco
- 20. **Netherlands**
- 21. Norway
- 22. **Portugal**
- 23. Russia
- 24. Sweden
- 25. Switzerland
- 26. **UK**

Asia

- 28. China
- 29. **Hong Kong**
- 30. **India**
- 31. Indonesia
- 32. Israel
- 33. **Japan**
- 34. Malaysia
- 35. Philippines
- 36. Qatar
- 37. Saudi Arabia
- 38. **Singapore**
- 39. South Korea
- 40. Taiwan
- 41. Thailand
- 42. **UAE**

Africa

- 43. **Botswana**
- 44. **Egypt**
- 45. Ethiopia
- 46. **Ghana**
- 47. **Kenya**
- 48. **Mauritius**
- 49. **Mozambique**
- 50. Nigeria
- 51. Rwanda
- 52. **Seychelles**
- 53. **South Africa**
- 54. **Tanzania**
- 55. **Uganda**
- 56. **Zambia**
- 57. **Zimbabwe**

Oceania

- 27. **Australia**

Countries in bold represent locations where Relationship Directors are present.



Corporate Banking

We provide corporate banking solutions to businesses with an annual turnover of more than £5 million in the UK, and to large local companies, financial institutions and multinationals in non-UK markets. We support the success and growth of our clients by providing lending, risk management, cash and liquidity management, trade finance and asset and sales financing.

Cash
Management

Financing

Risk Solutions

Trade Solutions

Online banking
services

Solutions from
across Barclays



Questions and Answers

Disclaimer

Barclays offers corporate banking products and services to its clients through Barclays Bank PLC. This presentation has been prepared by Barclays Bank PLC ("Barclays"). This presentation is for discussion purposes only, and shall not constitute any offer to sell or the solicitation of any offer to buy any security, provide any underwriting commitment, or make any offer of financing on the part of Barclays, nor is it intended to give rise to any legal relationship between Barclays and you or any other person, nor is it a recommendation to buy any securities or enter into any transaction or financing. Customers must consult their own regulatory, legal, tax, accounting and other advisers prior to making a determination as to whether to purchase any product, enter into any transaction of financing or invest in any securities to which this presentation relates. Any pricing in this presentation is indicative. Although the statements of fact in this presentation have been obtained from and are based upon sources that Barclays believes to be reliable, Barclays does not guarantee their accuracy or completeness. All opinions and estimates included in this presentation constitute the Barclays' judgment as of the date of this presentation and are subject to change without notice. Any modelling or back testing data contained in this presentation is not intended to be a statement as to future performance. Past performance is no guarantee of future returns. No representation is made by Barclays as to the reasonableness of the assumptions made within or the accuracy or completeness of any models contained herein. Neither Barclays, nor any officer or employee thereof, accepts any liability whatsoever for any direct or consequential losses arising from any use of this presentation or the information contained herein, or out of the use of or reliance on any information or data set out herein.

Barclays and its respective officers, directors, partners and employees, including persons involved in the preparation or issuance of this presentation, may from time to time act as manager, co-manager or underwriter of a public offering or otherwise deal in, hold or act as market-makers or advisers, brokers or commercial and/or investment bankers in relation to any securities or related derivatives which are identical or similar to any securities or derivatives referred to in this presentation.

.Copyright in this presentation is owned by Barclays (© Barclays Bank PLC, 2014). No part of this presentation may be reproduced in any manner without the prior written permission of Barclays.

Barclays Bank PLC is a member of the London Stock Exchange.

Barclays is a trading name of Barclays Bank PLC and its subsidiaries. Barclays Bank PLC is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority (Financial Services Register No. 122702). Registered in England. Registered number is 1026167 with registered office at 1 Churchill Place, London E14 5HP.

Important information about compensation arrangements

We are covered by the Financial Services Compensation Scheme (FSCS). The FSCS can pay compensation to depositors if a bank is unable to meet its financial obligations. Most depositors – including most individuals and small businesses – are covered by the scheme. In respect of deposits, an eligible depositor is entitled to claim up to £85,000. For joint accounts each account holder is treated as having a claim in respect of their share so, for a joint account held by two eligible depositors, the maximum amount that could be claimed would be £85,000 each (making a total of £170,000). The £85,000 limit relates to the combined amount in all the eligible depositor's accounts with the bank, including their share of any joint account, and not to each separate account.

For further information about the scheme (including the amounts covered and eligibility to claim) please ask at your local branch, refer to the FSCS website www.FSCS.org.uk or call 020 7741 4100 or 0800 678 1100.

Barclays Bank PLC may also accept deposits under the following trading names; Barclays, Barclays Bank, Barclaycard, Barclays Business, Barclays Capital, Barclays Commercial, Barclays Corporate, Barclays Financial Planning, Barclays International Private Banking, Barclays Local Business, Barclays Premier, Barclays Private Bank, Barclays Wealth, Standard Life Cash Savings and Standard Life Cash Savings & Mortgages. Deposits accepted from an eligible depositor under these trading names are combined for the purposes of deposit compensation from the FSCS. The FSCS is not applicable to deposits held at branches in the Channel Islands or the Isle of Man.