



## Workshop for people operating in developing countries

This workshop is designed for people with a project in a developing country. The aim is to improve communication and to better understand the daily issues of your local team.



What are the challenges of operating in developing countries? And the most important question is how do we instill hope in them become partners in their own development.

### Our native team have...

- ...deeply rooted ethnical traditions & unique strong religious beliefs
- ...a slower pace of time and simpler life style "we have the watches – they have the time"
- ...their own way of expressing themselves through their specific language and gestures

### Our role:

- How can we best offer them our help without creating dependency?
- How can we understand their needs from their perspective?
- How can we encourage them to take action on these needs in their own way and not ours?
- How can we get them to trust that we are offering well-intentioned help?
- How do we motivate them to discover their own resources.?

## These are very tough questions to answer from a US/Them perspective.

In order to motivate and empower our local partners, and make sure they are not only spectators, we need to give them the tools to communicate with us on the same eye-level, and make them see that their experience and know-how is important for success. With the creative coaching tool Points of You® and a solution-focused approach, we can inspire and encourage them to activate their inner power, go new ways, and discover the unexpected. The process is suitable where words are not enough to describe something concrete, where one doesn't get any further by talking only, or when you need a new perspective and a different point of view is required. It frees you from the usual patterns of thinking, and allows you to go new ways. There is magic in this - there is communication and partnership in this - there will be certainly be success.

**About me:** My name is Claudia Doron-Zahner, I am a certified Coach & Trainer ECA & PoY, and the founder of River of Hope in 2010, a non-profit organization based in Switzerland. We 2010 kicked-off our project in DR Congo with no finances and only armed with 46kg of football material, attracting street-children through the fascination of football. In December 2012, we purchased 4ha of land in Selo outside Kinshasa, and in Spring 2013, we could straight away start the construction of the center "Tala Mosika ". In fall 2015, just after 2 1/2 years, we inaugurated our 7th building & 2 converted containers. We managed to ignite the economy of a small and poor village of DR Congo, through a micro-economical approach to strengthen women & men. Strategic Workshops with our team @ the Center Tala Mosika in Selo are a must. ([www.ariverofhope.org](http://www.ariverofhope.org))

**We are not only there to help them, we are there to help them help themselves.**

### Part I – in a group: 4 – 8 people

**Duration:** 2.5 hours (**Dieser Workshop ist in Deutsch**)

**Date:** 17. Juni, 9am – 11:30am or 19. Juni 6:30 -9pm

**Registration:** 4 days in advance, [doron.claudia@gmail.com](mailto:doron.claudia@gmail.com)

**Date:** Create a team spirit, find out how your team is feeling, where are their worries and coach them to find out what they can do to become a stronger member of the team and move forward together.

**Location:** @ the Loft, Wiedenstrasse 50b, 9470 Buchs/SG

### Part II – individual Coaching

**Duration:** 1.5 hours

**Date:** upon appointment (personal or by skype)

**Objective:** We will discuss your specific case and prepare a tailor-made workshop together with your coaching tool(s) "Punctum" so you can implement it on site.

**Points of You®** exists in **147** countries and in **18** different languages. The Coaching Game costs CHF 169.-

**Investment for "Part I & II"** incl. the "Points of You" coaching tool "Punctum" and documents CHF 380.-  
Additional team member from your project: CHF 278.- (excl. Punctum)