

SWEDISH BUSINESS CREATORS AB

Home

Swedish Business Creators AB is an independent Swedish company established in 1993 dedicated to the establishment of professionally run businesses.

Finans Verkstaden AB consists of successful international business owners who recognize that there is a vast difference in doing business-as-usual and choosing how to do business when alternative options are provided.

We are a learning organisation of inquisitive people who are committed to practicing Win/Win Business.

We have over a half century of experience in sales, marketing, economy and management in Sweden , U. S. A. and a dozen other countries. We see and use cultural differences as an enjoyable plus.

Our services

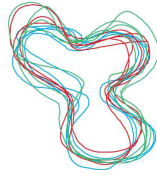
About us



*Peder Sommebag
Founder of
Swedish Business
Creators AB*



[English click here](#)



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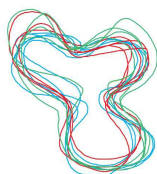
Swedish Business Creators AB is a group of consultants who work in areas of business development and education.

We have in depth experience of change management, which we define as guiding organisations and individuals to reach their goals quicker and more securely.

In addition, we have extensive experience in putting up and running courses, counselling in creating win-win business, relationship marketing, presentation skills, teambuilding and how to start and develop a company.

You will find some of our services linked her below.

- *Establishing your business in Sweden*
- *Practicing Cross Cultural Understanding*
- *Increase your presentation skills and techniques*
- *Teamwork*
- *Multi-module Sales Negotiations Workshop*



SWEDISH BUSINESS CREATORS AB

Establishing your business in Sweden

The main ingredient in establishing a successful company is to concentrate the efforts on selling, create lasting relationships with customers and to lessen the time spent on administration. We offer you our services in establishing a strong company.

We offer you:

- The possibility to start your business quickly.
- Co-operation in building your company in Sweden.
- Being a conversation-, collaborate- and negotiating partner for your company.
- Our business contacts.
- A complete set of administration services.
- Social activities to make your stay in Stockholm pleasant.

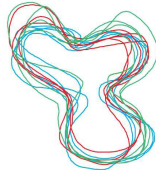
Our Strengths:

- Incorporation services
- Yearly administration
- Fulfilment of legal accountings & auditing administration
- Trade research
- Market research
- Evaluation of local agents
- Economical analysis
- Mentorship/Coaching
- Financial and investment advisory

For more information, please contact:

[Peder Sommehag](#) (CEO) +46 70 749 07 39

[André Peldius](#) +46 70 717 71 99



SWEDISH BUSINESS CREATORS AB

Practicing Cross Cultural Understanding

Goal:

To increase business and profits by drastically reducing the time needed to create sustainable agreements based upon mutual understanding.

Target group:

This training is focused upon two primary groups of participants.

- People in a position to: start projects, create business or inspire others to start or create businesses or projects.
- People already in a project looking to streamline their decision process to make quicker, more sustainable and inspiring agreements

Purpose:

Each participant will learn and practice with tools and methods that increase their ability to listen with all their senses then respond with clear, understandable messages quicker, easier and produce greater effect.

Background:

When dealing with other cultures, listening to and focusing on the words of your conversation is usually enough to “know” what is being said, but how often do you “understand” each other *enough* to create the desired action and result? This training is designed to take each participant to a deeper level of communication where cultures disappear and where agreements are made at a more basic, responsible and human level.

Structure:

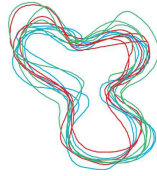
The training is available in three separate formats:

- Seminars: A two hour format designed to inspire the participants to explore and identify cultural differences and get a taste of how to read the body language present in conversations and agreements.
- Mini workshops: A full day, hands-on workshop where participants practice identifying, understanding and solving specific types of situations that occur in their daily work. Participants are encouraged to take with them specific situations that are or have occurred at their job.
- Workshop series: A four one half day series of workshops held over approximately one month, where each participant learns to practically apply tools and methods learned in the workshop out in the field. Each experience is then brought back to the next workshop to be discussed, learned from, improved and tested again. Each participant contributes to the other participants thereby enhancing this process for all.

For more information, please contact:

[Peder Sommehag](#) (CEO) +46 70 749 07 39

[Kurt Larsson](#) +46 70 873 63 75



SWEDISH BUSINESS CREATORS AB

Presentation skills & techniques

GOAL

To drastically increase your natural ability to hold professional presentations, which create results.

PURPOSE

To improve your presentation skills by balancing your technique and style with increased confidence in just being yourself

CONTENTS

- To be able to do a presentation while simultaneously listening to your audience
- Challenging yourself to find new ways to express your personality
- Effective presentation preparation
- The body language
- Learning to appreciate and use feedback
- Win / Win tools

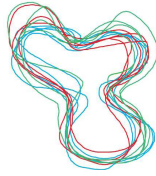
RESULTS

- Being able to see each presentation as a new challenge
- Increased self-confidence to hold presentations regardless of the circumstances
- Increased credibility & professionalism that comes from "owning" the contents of the presentation
- Things get done!

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Teamwork

GOAL

To increase your organisations ability to generate measurable results

PURPOSE

To discover and train in ways to enjoy being more effective at producing results together

CONTENTS

- Creating clear and measurable goals
- Distinguishing service from slavery
- Distinguishing inspiration from obligation
- Creating and implementing a "structure for success"
- Communicating to "make a difference"
- The tools and methods of agreement
- Measuring success and enjoying it.
- Distinguishing teamwork from groupwork
- Defining coaching and learning to easily give and receive it
- Leadership for non-leaders

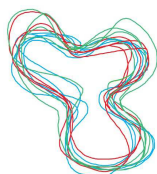
RESULTS

- A common platform on which everyone on the team can stand for
- Easier to accept differences
- Finding more effective ways of working together
- Being able to see possibilities in ones environment
- Increase performance and result
- More profit and enjoyment

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Multi-module Sales Negotiations Workshop

A suggestion of contents

- Goal:** Increased repeat and referral business with better margins.
- Audience:** Sales team maximum 15 participants.
- Purpose:** To improve each participant's sales/negotiating skills and to develop more sustainable, enjoyable and mutually profitable customer relationships.
- Background:** Are your customers becoming more sophisticated and better negotiators every day?
How do you stay in business with a quality product when your market demands a commodity price?
How can you listen better using at least six-senses, plus more respect and understanding?
What can you say that will differentiate you and your company from all the others?
How much of a future do you see in competing just on price?
- Format:** This intensive one full day and four half-day workshop provides each participant not only with a hands-on review of fundamental sales and negotiation techniques; it leverages them in basic listening and relationship skills. These skills and methods are then applied to real situations taken from each participant's daily routine. We will work on:
- **Empowering Curiosity**, transforming your group into a *learning organisation*.
 - **Listening** like your livelihood (maybe even your business life) depended on it.
 - **Sales Cycle Fundamentals**: Identifying and agreeing as a group upon the properties, qualities and use of each step in a consultative sales cycle.
 - **Negotiation Skills**: we will focus on handling objections and building value.
 - **Agreements**: understanding and harnessing their power for lasting results.
 - **Customer Loyalty**, creating and cultivating it at each and every opportunity.
 - **Presenting better**: whenever, wherever and for whomever.
 - **Teamwork and professionalism**: learning to agree and act in synergy as one solid and responsible organisation.
- The workshop is divided into separate modules with at least one week of "field time" in between. Participants will train, then test the methods learned *on the job*, and return to discuss them, learn more and improve them further.

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