

# 5

## KEY GUIDELINES FOR B2B PROJECT MANAGEMENT IN THE LANGUAGE INDUSTRY

1



### Know where to bend and where to stand

Flexibility is key when doing business with other companies in the translation industry. B2B sector is all about negotiations, so one should be wise and fit the market shifts.

2



### No such thing as “one glove fits all”

You need to fit every client’s expectations — meaning Project Managers need to be much more knowledgeable. So working with more CAT tools and Project Management Systems will open your door to more potential clients.

3



### Stirring the pot of different cultures working together

All your Project Managers need outstanding skills in reading between the lines, considering and learning about other cultures, so such a team can function properly and perform at its best.

4



### It is all about “Now!”

Availability is one thing you can’t deny your business partners, so when we say 24/5 we have to be there. That goes for all your Project Management systems and processes.

5



### Get Personal

Soft skills are getting more and more essential in the industry and you can see this in the number of smaller events organized like gatherings of people from the industry for lunch or just small roundtables for discussions.