

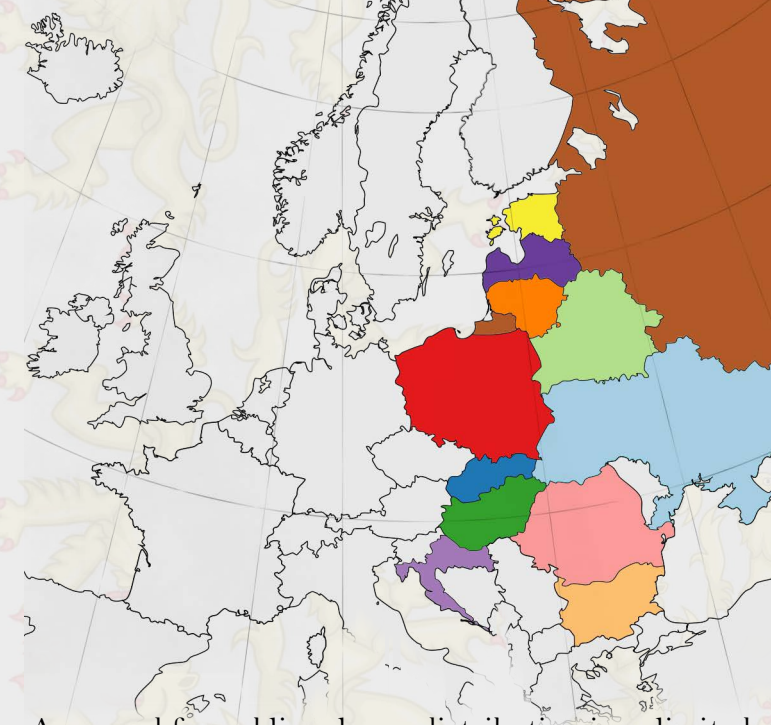
# EUCOM Key Leader



## Engagement Card

<https://atn.army.mil>

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## Belarusian

Hello	Dzien' dobry
Good-bye	Da pabachen'nya
Please	Kali laska
Thank you	Dziakuyu vam
You're welcome	Nyama za shto
How are you?	Jak spravy?
I'm fine, thanks	Dobra, dziakuj
What's your name?	Jak vas zavuts'?
My name is ...	Myanye klichuts' ...
Yes/No	Tak/Ne

## Bulgarian

Hello	Zdravejte
Good-bye	Doviždane
Please	Molja
Thank you	blagodarya
You're welcome	Molja
How are you?	Kak ste?
Thanks, I'm fine	Az sām dobre, blagodarja
What's your name?	Kak se kazvate?
My name is ...	Kazvam se ...
Yes/No	Da/Ne

## Croatian

Hello	Dobar Dan
Good-bye	Dovidejna
Please	Molim
Thank you	Hvala
You're welcome	Nema na čemu
How are you?	Kako si?
I'm fine, thanks	Hvala, dobro. A ti?
What's your name?	Kako se zovete?
My name is ...	Zovem se ...
Yes/No	Da/Ne



## Estonian

Hello	Tervist
Good-bye	Nägemiseni
Please	Palun
Thank you	Tānan/aitäh
You're welcome	Palun
How are you?	Kuidas läheb?
Thanks, I'm fine	Hästi, aitäh
What's your name?	Mis on teie nimi?
My name is ...	Minu nimi on ...
Yes/No	Jah/Ei

## Hungarian

Hello	Szervusz
Good bye	Viszontlátásra
Please	Kérem
Thank you	Köszönöm
You're welcome	Szívesen
How are you?	Hogy vagy?
I'm fine	Köszönöm, jól
What is your name?	Hogy hívják?
My name is...	... vagyok
Yes/No	Igen/Nem

## Latvian

Hello	Sveiki
Good-bye	Valete
Please	Lūdzu
Thank you	Paldies
You're welcome	Vienmēr laipni
How are you?	Kā jums klājas?
Thanks, I'm fine	Paldies, labi
What's your name?	Kā tevi sauc?
My name is ...	Mani sauc ...
Yes/No	Jā/Ne

## Polish

Hello	Cześć
Good-bye	Do widzenia
Please	Proszę
Thank you	Dzięki
You're welcome	Nie ma za co
How are you?	Jak się masz?
Thanks, I'm fine	Bardzo dobrze, dziękuję
What's your name?	Jak się nazywasz?
My name is ...	Mam na imię ...
Yes/No	Tak/Nie



## Romanian

Hello	Bună ziua
Good-bye	La revedere
Please	Per plaschair
Thank you	Mersi
You're welcome	Cu plăcere
How are you?	Ce mai faceți?
Thanks, I'm fine	Bine, mulțumesc
What's your name?	Cum vă numiți?
My name is ...	Mă numesc ...
Yes/No	Da/Nu

## Russian

Hello	ZDRAHST-vooy-tyeh
Good bye	duh svec-DAH-nyah
Please	pah-ZHAH-luh-stuh
Thank you	spuh-SEE-buh
You're welcome	NYEH-zuh-shtoh
How are you?	kahg dee-LAH?
I'm fine	spah-SEE-buh khah-rah-SHOH
What is your name?	kahk vahs zah-VOOT?
My name is...	mee-NYAH zah-VOOT ...
Yes/No	Dah/nyeht

## Slovak

Hello	Dobrý deň.
Good bye	Do videnia
Please	Prosím
Thank you	Ďakujem
You're welcome	Prosím
How are you?	Ako sa máte?
I'm fine	Mám sa dobré
What is your name?	Ako sa voláte
My name is...	Volám sa....
Yes/No	Áno/ Nie

## Lithuanian

Hello	Sveiki
Good-bye	Viso gero
Please	Prašau
Thank you	Dėkoju
You're welcome	Prašom
How are you?	Kaip sekasi?
Thanks, I'm fine	Ačiu, gerai.
What's your name?	Koks jūsų vardas?
My name is ...	Mano vardas ...
Yes/No	Taip/Ne

## Ukrainian

Hello	veetaayoo
Good bye	dopobaachenyeh
Please	bood laaskaa
Thank you	dyaakooyoo
You're welcome	PROH-shoo
How are you?	yaak vee pozheevaay- eteh?
I'm fine	dobReh
What is your name?	yak vahs ZVAH-tih?
My name is...	meh-NEH ZVOO-t
Yes/No	taak/nee



## Engagements

Engagements include KLEs, negotiation, mediation, trainings, etc. Using the KLE format for all types of engagements maximizes your capabilities.

- A Key Leader Engagement or KLE is a method for building relationships with people and entities of influence in your area of operation (AO).
- KLEs occur at ALL LEVELS.
- Desired effects are usually best achieved through deliberate and focused face-to-face meetings.
- Effective KLEs foster/expand communication and cooperation between US Forces and Host Nation Security Forces (HNSF).

## 1 Identify Individual(s)

- This could be key leader, trainees, counterpart
- Determine extent of influence/potential for long-term influence
- Evaluate counterpart's network

## 2 Intelligence Preparation of the Environment

- Confirm/deny key leader's capability (Am I engaging the appropriate person/s?)
- Ethnicity (language/dialect)
- Identity (national, regional, tribal, etc.) background/perspective
- Religious or spiritual norms
- All affiliations and alliances
- Determine counterpart's agenda, motivation and interests
- Review previous KLE reports
- Develop contingency plans

## 3 Identify Desired Effects

- Identify (ID) what you want (positions/interests)
- ID supporting objectives
- ID conditions required to achieve
- Determine what you are able to give to get what you want
- Determine BATNA/ZOPA
- Other enablers?



## 4 Prepare

- Discuss desired effects/common terms with relevant personnel (cultural advisor, leadership, colleagues, interpreter, etc.)
- ID roles for engagement (meeting leader, note taker, observer, interpreter)
- ID roles for training (primary/secondary instructors and interpreters)
- Learn and practice appropriate greetings, closings, social norms
- Rehearse for meeting/training and with interpreter
- ID gift-exchange and/or sharing expectations with respect to Commander's guidance and intent
- Conduct standard mission planning (security, maneuver, logistics, communications, etc.)



## 5 Implement/Execute

- It's all about mutual respect
- Follow meeting/training etiquette
- Be patient and listen (this must always be balanced with mission requirements)
- Know when to speak
- Look at counterpart not interpreter
- Be flexible and adapt
- Focus on objectives (especially if frustrated with process)
- Promise only what you can deliver
- Instill local ownership of meeting/training/outcomes/solutions
- Conclude with review, clarifications, expectations, contact info and next meeting/training dates

## 6 Debrief/Report

- Conduct debrief/AAR
- Submit report/AAR IAW unit SOP
- Document relevant information regarding engagement/leaders/trainees
- Incorporate lessons learned

## 7 Reengage

- Reengagement or ongoing relationships usually equals success
- Sustain/maintain relationships
- Review previous meeting/training reports prior to next engagement
- Ensure colleagues/partners have relevant information to continue relationships
- Evaluate continuously