

BUSINESS CLASS

**MERCREDI 17
OCTOBRE 2018**
DE 8H À 18H

★★★★★

**Boost your activities
Do it in English***

★★★★★

2 CONFERENCES

30 WORKSHOPS

NETWORKING

**INSCRIPTION GRATUITE SUR
ville-levallois.fr/business-class**

*Améliorez vos pratiques professionnelles
et faites-le en anglais !

ZALTHABAR

48 RUE DE VILLIERS
92300 LEVALLOIS

**SELECT FROM A MENU OF MORE THAN 30 WORKSHOPS,
BASED ON YOUR PROFESSIONAL PREFERENCES AND YOUR ENGLISH LEVEL !**

**ACCÉDEZ À PLUS DE 30 ATELIERS À LA CARTE SELON VOS APPÉTENCES PROFESSIONNELLES
ET NIVEAU D'ANGLAIS.**

DISCOVER ALL THE 33 WORKSHOPS !

10h30-11h30 / Workshops

★ **How to Pitch your Activity or Yourself in Clear English**

This workshop has 2 aims - to give you and help you to practice the usual language and techniques used to quickly introduce yourself or present your business activity in English.



Seán Sheahan,
Formateur et Directeur

"Let's Talk" - an English-language training and coaching service created by a professional trainer. The aim of Let's Talk is to help the learner to gain the required language skills in a creative atmosphere. Our approach has proven itself in over 20 years at the service of large and medium-sized companies in the Paris region.

★ **Social Media and Networking**

It's getting harder today to reach buyers or companies with the same old marketing tactics. Indeed, today the customer or candidate journey is completely fragmented because of our new mobility and making it hard to stay top-of-mind. Earning initial attention is harder than it was years ago. 85% percent of Millennials are members of a social network, and 23% use social more than three hours a day. Now, peers are now as legitimate as experts and social conversations influence their decisions. For all of these reasons you have to live with these new codes, using your own 2.0 tools : the professional social networks.



Hélène Desmet,
Manager - Grégory Saccomani,
Marketing and communication manager

Axys Consultants : enabling you to achieve sustainable performance through successful transformations! Axys Consultants is a Management Consulting firm, expert in Digital Transformation with four core areas of business (Purchasing, Finance, Digital Marketing and Sales). In addition, Axys Consultants also has two transverse Business Units : Change Management and Data. Our clients are located worldwide and operate in various sectors.

★ **Managing in a Volatile, Uncertain, Complex and Ambiguous world**

The workshop presents the VUCA environment, the impact on leadership and the challenges facing organizations. We will explore key elements required to better navigate in the new NOW.



Colin Kramer,
Consultant / Executive Coach
Trainer / Co-founder of
Digitalcocoon

Putting human potential at the heart of Digital Transformation in a VUCA world. Evaluate the digital maturity, co-construct and implement a digital strategy, elaborate digital learning and coaching of senior executives and teams.

★ **The Nimble Manager**

Improvisation games played in teams, based on real life situations, will allow agile management strategies to be built and used in their everyday professional life.



Pablo Lambert
Expert Consultant and Thibaut de Diesbach Associate Director
Communication-Qualite is a Training organisation with more than 25 years of experience in the field of the Relational Excellence with the customers and the collaborators. The company develops with its team of 20 Consultants Experts 2 exclusive and effective methods : Resc-Midi® et MRE®.

★ **The Nine Facets of Corporate Culture**

Transforming the culture of your enterprise requires having access to it. We will share with you what our 30 years of experience leading large and complex transformation interventions told us are the 9 key facets of a corporate culture.



Guillaume Pajot, Partner
Bruno Brémont, Consultant
Insigniam, a global transformation management consulting firm. We serve already successful executives who have an imperative to deliver outcomes that are a break from the past and are breakthroughs.

★ **The importance of Negotiating in Selling**

Negotiation is a key factor in the selling process, in this workshop you'll learn how to achieve a good deal.



Hasan Ulmulk

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★ **Get to Learn How to Use the "Design Thinking" Method**

Design thinking is about finding the needs of your clients' clients to get your clients satisfied. It's about changing your vision of approaching your clients.



Dennis Contreras

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★ Powerful Public Speaking

Following Simon Sinek's Golden Circle model, learn how to give presentations that inspire action by beginning with purpose, cause or belief.



Abigail Heathcote

BIRDS Conseil has over 20 years' experience accompanying human, digital and cultural transformations in organizations. We have a start-up culture, favoring initiative, innovation, collaboration and feedback. Our approach is developed from the field of Positive Psychology, using the Strengths-based approach to deploy talents, and we work in a range of languages with international, multicultural structures. Our interventions are co-constructed with our clients and combine consulting, training and coaching to best answer their needs.

★ The Secret Language of Leadership

A lot is written about the traits of leadership. There are some good books about the skills. And occasionally the mindset is explored. But what about those being led by you? How should you talk to them? And what should you talk to them about besides the work you have to do together? A Ferrari without the gas, without the juice that makes it run, is a museum piece.



Gus Guillen

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★ Manage and Innovate in Start-up Mode

Entrepreneur and executive coach Allison Grant will lead this workshop which looks at what we can learn from start-ups to improve everything we do in business: The focus will be on how you might develop your own entrepreneurial capabilities, including creative problem-solving and idea exploration and testing.



Allison Grant

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★ Succeeding a Job Interview

What are the right ingredients mix to succeed a job interview in English? How do you prepare yourself? What are booby traps? How can you use your culture to your advantage? How can you find the good balance between promoting yourself while staying authentic? And, what else do you need to know? In this workshop we will explore the steps to create the best conditions for you to get the job you dream about!



Sara Pongiluppi

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★ Dealing with Negative Emotions



Playtagain is a training company specializing in corporate theatre and coaching, founded and animated by actors, trainers and coaches specialized in the corporate world. Playtagain supports organizations in their transformation and development, challenges people with fun and creative tools : theatre, improvisation, videos, workshops, training ! Our mission : Deploy and reveal the energy of your teams !

★ Succeeding in an international position

The job, the job and ... the job, here is the obsession of those who search for an international position. For sure, finding a job is the key point, but the key success factors have to be strictly taken in account. Personal and family questions, your legal status (local contract, expatriate, detached), gross salary vs net in the pocket, compareason with the local cost of living, how much taxes should I expect to pay ? What are my obligations of non resident in

my origin country ? What's the healthcare in my new country ? All these questions have to be answered before signing a contract, because if the title is attractive, that's the compensation and benefits which will allow you to integrate successfully and to make of it a real success.



Jacques-Olivier Meyer, CEO International HR, expatriation, these are the 2 main competencies of IntelFi, a consulting firm created in 2003 by Jacques-Olivier MEYER. 15 years later, 80% of the clients are companies, 20% individuals who search for a position abroad, knowing the key success factors to increase their success chances. Win-Win for the employer and the employee can be summarized in knowing the level of « net in the pocket income » in a precise relation with the local cost of living, the taxes level and healthcare coverage, are respectful of the local obligations, optimized when possible, taking in account the country the employee comes from, the « living abroad » period or the moment, less taken in account of the way back home !

★ English for Finance

Improve your communication in English in the accounting and financial fields. Whom is the course for : Anyone who requires sound basic knowledge of accounting and financial English; Financial Managers, Financial Directors, Auditors, Bank managers, Accountants, CPAs, etc.



Daniel Coon

AM LANGUES is a language center created in 2007 and is specialized in professional and personal training in most major languages for adults and children. Among our different services we do translation and coaching for executives in English, and other major business languages, as well as consulting in international and inter-cultural management. Our school has trained over 1000 people over the last 10 years and trains clients in the media, banking / insurance, hotel management, I.T., and many other professions.

★ Become a Compelling Public Speaker !

Discover the art of compelling public speaking thanks to

improvisational theatre and Ted talks techniques. Very interactive workshop with real-life exercises !



Christina Balanos, founder of the company Clap Com' is an MC, Moderator for events. She also runs workshops and interactive conferences in several languages for major corporations.

★ The Nimble Manager

Improvisation games played in teams, based on real life situations, will allow agile management strategies to be built and used in their everyday professional life.



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★ Marketing in a Digital World

How to get visibility on social networks : the various tips, the posts, how to approach your targets, how to communicate within professional groups, how to establish a blog, how to communicate to a large audience.



Hasan Ulmulk

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★ How to Get Ready to Prepare your Next Career Move

This workshop is about indentifying you key skills ans interests in order to match them for your next career move.



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★ Impactful International Project Communication

The qualities and practices of outstanding international communicators: how to be agile and impactful in an international business context



Abigail Heathcote

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★ Managing Confcalls Efficiently

Face to face is considered by the richest medium of communication, and yet it is a luxury we can afford less and less in a globalized business environment. Conference calls have increasingly replaced

face to face meetings and have proven to work if and only if a set of "golden rules" are respected. Join this session to discover the tricks to create the conditions to successfully run conference calls and achieve the desired outcome...almost as if you were holding a face to face meeting!



Sara Pongiluppi

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★ Networking Strategies

You wish to understand the best techniques to network, you feel that you aren't sure how to approach people at cocktail parties, you're wondering whether your LinkedIn profile is well laid-out and/or useful. Come to this interactive workshop during which we will cover misconceptions about networking, the networking mapping, LinkedIn best practices, how to handle a networking meeting (call, coffee, events) - In a nutshell, how to become a good networker.



Ferdinand Petra

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★ Performance and Emotional Intelligence

Studies show that managers who score higher in EQ (emotional intelligence) suffer less subjective stress, experience better health and well-being, and demonstrate better management performance. This is the bottom line benefit of EQ. But what if emotional intelligence can take you a lot further than that?



Gus Guillen

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★ The Human Dimension, Key Driver of Global Economic Performance

Empowering the human dimension to build sustainable performance is becoming a major challenge globally. The relationship between people and businesses has changed profoundly. Employers need to give a new meaning to their employees' mission and implement new models of interaction that optimize collaboration and enhance performance.



M. Jean-Marc Alexandre, Diversity management Specialist
Daniel Cacciatore, Change Management Specialist - Olivier Gilson, Business Development Director - Simona Mandru, International Business Development Consultant

Accetis is an international recruitment and human resources consulting group, whose history began in 1989. The historical business is focused on recruitment in industrial fields and has

gradually expanded both in terms of services and economic sectors. The Group has built a unique know-how in recruitment and in human resources consulting, leading companies towards performance. With 10 centers of excellence in Europe and an integrated network of subsidiaries worldwide, the Group now offers a broad range of services.

★ Become a compelling public speaker !

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★ Do you speak Touriste? Welcoming Foreign Customers

Learn basic English language concepts in order to welcome and respond to the best wishes of an international Anglophone clientele.



Sophie Vitti

"CCI Hauts-de-Seine, accelerating talent, projects, ideas and business". Facilitating growth for SMEs and the expansion of business, revealing the wealth of talent, forging links between the worlds of business, education and research by developing training in our 19 schools, building synergies between public and private players on major development projects such as the Greater Paris project, analysing the present to better prepare for the future, strengthening regional attractiveness, supporting the digital transformation of businesses, helping them win new markets... At Paris Ile-de-France CCI we invest for the future, we cultivate networks which move companies forward – we boost entrepreneurial energy. Our main mission is to make this world-ranking ecosystem thrive for the benefit of the companies, young people and local areas of the capital's region.

★ How to Motivate Your Team

Motivating your team is about finding your team's human needs to obtain a sense of meaning and therefore make them more satisfied and more productive within their working position.



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★ How to Consider Cross Cultural Communication

How to use the Cross Cultural Communication as a tool in relation to international business development.



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★ Identifying and Using Your Strengths (GALLUP)

Come discover during this workshop the positive psychology of the Gallup's method strengths and skills. You'll discover the fundamentals and learn how to highlight and exploit your skills in your work life and for your professional stakes/objectives



Nelly Dubout

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★ Agreeing and Disagreeing : Voicing Your Opinion in English

This practical workshop will provide you with useful expressions for giving your point of view, as well as agreeing and disagreeing with the opinions of others, diplomatically or directly, depending on the context !



Mehmouda Mittelstadt

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★ The Toxins of Communication and Their Antidotes

Clean communication is key in successful relationships, whether personal or professional. From the work of Dr John Gottman and his Horseman of the Apocalypse, come discover the Toxins of communication and especially their Antidotes that will help you grow better relationships!



Abigail Heathcote

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★ Managing Complex Personalities

Accepting that management can be difficult and complex, this workshop looks at how we might deal with conflicts in the workplace, how we might see problems through the eyes of others to better understand how our colleagues are thinking and how we might seek help and support when we are unable to find the right approach to managing complex personalities.



Allison Grant

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★ Non-Verbal Communication

When we interact with others, we continuously give and receive wordless messages through NVC (non-verbal communication). These messages don't stop when you stop speaking either. Even when you're silent, you're still communicating nonverbally. In some instances, what comes out of your mouth and what you communicate through your body language are different. When faced with these mixed signals, the listener has to choose whether to believe your verbal or nonverbal message. Invariably, they're going to choose the nonverbal because it's an unconscious language that broadcasts your true feelings and intentions. What are the keys to natural, authentic alignment so that NVC will work for you and not against you ?



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★ Speaking English and Conveying the « Self » Effectively

English is the business language by definition and its use has increased exponentially in the past 10 years and will continue to increase. There are steps of learning a language: learning to speak and learning to communicate. The first one is about mastering grammar and vocabulary, the second is more about connecting, conveying meaning and most of all your personality. In a scale from 1 to 10 where are you ? Where do you want to be? What will take you there? Let's discover together how you can make the magic happen!



Sara Pongiluppi



15h30-18h / Workshop for both students and young adults



★ **CV and Interview Preparation
in English**

Do you have an interview in English for a job or an internship coming up soon? This workshop is then made for you. You will train with an English Language professional and have the chance to do a mock interview to practice your answers and you will then have an opportunity to ask pertinent questions to help you prepare further. You will also have the time to review your CV as well cover letter to make sure you are fully prepared for your interview day!

 MH EDUCATION

Maryam Hussain,
English teacher

MH Education provides private tutoring lessons in English to enable not only students, but also employees in the context of professional training, to achieve their personal objective of mastering the English language. They have the opportunity to prepare for various English exams such as, Cambridge Exams, TOEIC, TOEFL, IELTS and entrance exams to business schools. Other courses provided by MH Education are: General English, Academic English, Business English, preparation for an interview in English and translation. Each of these courses are tailored according to each individual and their level. An evaluation of the individuals' level of English will take place during the first meeting.