



The intercultural management specialist



akteos
the power of real exchanges

Akteos is the partner of international businesses that make the most of their staff's human potential.

consultancy - coaching - training

Developing your cross-cultural potential

Akteos' objective is to manage the risks arising from cultural differences, and nurture diversity as an asset.

The cross-cultural aspect is an essential element of a company. **Managing differences and seeking synergies** are strategic stakes at issue if you want to improve your competitiveness on an international scale.

In order to manage, communicate and negotiate in a constantly changing world, as well as adapt, save time and win contracts, you need to acquire new areas of know-how.



An approach tailored to your projects

Akteos helps you set up an action plan integrating the intercultural diversity of your company. Its expertise and reactivity mean that it can meet any specific requirements you may have.



Situation audit

Making an intercultural diagnosis of your organisation



Operational assistance

Developing the potential of your managers and teams



Skills development

Giving your staff the means to become rapidly operational



Capitalizing on assets

Developing your experience and establishing good practices

A high valued-added offer

Akteos works at several levels in the company to develop your staff's skills and support the internationalization of your teams. To foster cross-cultural dynamics, we adapt to your core business, target and strategy, offering:

- A wide range of in-house and intercompany training courses on a variety of topics
- Designing and conducting seminars, conferences and custom workshops tailored to your specific requirements
- Team-building to sow the seeds of veritable cohesion in your multicultural teams
- Certified coaches to make your managers more effective when dealing with their foreign counterparts
- Advisory services to support and guide you as your corporate culture evolves

Training examples

- Preparing one's expatriation
- Working in a new cultural environment
- Receiving and selling to foreign customers
- Planning successful outsourcing

- Mastering communication techniques
- Optimizing one's international negotiations
- Developing one's international leadership
- Taking up the challenge of remote teams



For further information
see our catalogue at
www.akteos.com

An international network to assist you

Elearning

The online **Cultural Navigator** focuses on cultural differences and features:

- A cross-cultural training module
- A questionnaire to help you define your cultural profile and position yourself in relation to other cultures
- Fact sheets on 50 countries

Akteos takes action on an international level and can assist your teams anywhere in the world.

Akteos' **170 consultants** operate in over **100 countries** including France.

They also run the **Nomad' network**, a real support when integrating into a new country or a multicultural team. This network brings together people who work in an international environment and wish to share their experiences:

- In an online forum for discussion and for exchanging experiences
- During meetings in Paris organised by Akteos





We have provided services to the following:

ABB - Abbott - Accor - AFD - AirLiquide - AlcanRioTinto - Alcatel Lucent
 Alma Consulting Group - Alstom - Amadeus - Arc International
 ArcelorMittal - Areva - Arianespace - Arkema - Arval - Atos
 Auchan - AXA - Bayer CropScience - Bic - bioMérieux - BNP Paribas
 Bosch - Boston Scientific - Bouygues - Brink's - Carrefour
 Cartier - Céline - Cetelem - Chanel - Christian Dior - Ciments
 Français - CNRS - Coface - Conforama - Crédit Agricole
 Dalkia - Dassault - Décathlon - Degremont - Deloitte - Lacoste
 EDF - Egis - Eramet - Essilor - Eurocopter - Faurecia - Firmenich
 Fives - Fnac - France Télécom - GDF SUEZ - Gefco
 GlaxoSmithKline - Groupama - Gucci - Guerlain - Hager
 HEC - Henkel - Hermès - Hutchinson - Imerys
 Inergy Automotive Systems - Johnson & Johnson
 Lactalis - Lafarge - Lesaffre - Lexmark - Limagrain
 Logica - L'Oréal - Mazars - MBDA - Mc Donald's - Merial
 Michelin - Natixis - Nexans - Nissan - Novartis - PARIS RE
 Philips - Plastic Omnium - PricewaterhouseCoopers
 PSA Peugeot Citroën - Redcats - Renault - Renault Trucks
 Saint Gobain - Sanofi Aventis - Schneider Electric - Seb
 Servier - Siemens - Snecma - Société Générale - Solvay
 ST Microelectronics - Techspace Aero - Thales - Thomson
 Thomson Reuters - Thyssenkrupp - Tokheim - Total
 Tractebel - Turbomeca - Valeo - Veolia - Volvo
 Wavecom - YSL - Yves Rocher...



Akteos is approved by the Cercle Magellan,
 a professional network of international
 Human Resources managers.



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Creator of international dynamics, Akteos provides your teams with the assets
 they need to manage their professional exchanges throughout the world.