

Armelle Vivien

Formation, Conseil, Facilitation



46 ans

Langues

- Français (langue maternelle)
- Anglais (courant)
- Allemand (courant)
- Espagnol (Bases permettant de travailler avec)

Diplômes et autres certificats

1993	Diplôme EGC, ESC Saint Etienne, F
1994	BA Honours Degree in Commerce, Napier University Edinburgh, GB
Depuis 2005	Leader Coach – Cohésion International, F Coach d'équipe Cohésion – Cohésion International, F
2009	Coach d'équipe – Team Coaching– LKB School of Coaching, F Maitre Praticien PNL – Cohésion International, F
2014	Profils AEC® - Arc-en-Ciel RH, F
2013-2016	ORSC, formation au Coaching Systémique Organisationnel et Relationnel - FORSC, F
En continu	Supervision de Coaching avec Lynne Burney - LKB Coaching, F

Parcours : Aachen (D) (1992-94), Edinburgh (GB) (1994-98), London (GB) (1998-2000),
Belgique: Anvers – Liège (2000-04), Barcelone (Esp) (2009-14).

Voyages professionnels dans toute l'Europe (Est-Ouest), en Asie et Afrique du Nord.



Exemple de Formations animées depuis 2006

Développement des compétences commerciales → 2017 +

Doing International Business → 2017 + - Développer son activité à l'international

Négocier avec les Incoterms (Fr-An) → 2006 +

Négociation en anglais → 2007 +

Démarche commerciale en anglais

Commerce International → 2006-2009

Marketing International Approfondi → 2007-2009

Adaptation Produit à l'international → 2007-2009

Management des Forces Commerciales → 2007-2009

Développement des compétences managériales → 2017 +

Votre positionnement de Leader → 2017 +

Vers de nouveaux modèles d'organisation (Fr-An) → 2017 +

L'excellence relationnelle → 2017 +

Développer sa communication → 2017 +

Cultivez vos talents → 2017 +

Management Interculturel (en anglais) → 2007-2009

Optimiser son Efficacité Professionnelle → 2007 +

Ethique Internationale → 2007-2009

Expatriation et RH Internationales → 2007-2009

Négociation Salariales et PNL → 2007-2009





Expérience professionnelle

- Depuis 2006 Conception, Organisation et Réalisation de Formation et Coachings en entreprise sur le Leadership et la Coopération pour les Organisations, avec comme spécialité la Vision, la Cohésion, le Leadership, l'Interculturel et le développement d'activité (national et international).
- 2000 – 2004 Manager Commercial International, Umicore, Belgique
- 1998 - 2000 Manager Ventes Européennes, LSM, Metallurg Group, Londres, GB
- 1996 - 1998 Représentant Commercial, United Wire Ltd, Edimbourg, GB

Quelques références clients

Créa Services - Perpignan, Addicterra – Perpignan, Kiabi – Perpignan, Axa Technology Services - Paris, Les Jardins de la Serrata - Barcelone, groupement ostéopathes - Perpignan - STVI Val d'Isère, SAP La Plagne, FIDAL - Lyon, DI Environnement - Montélimar, DI Projection Montpellier, Legrand - Limoges.

IAE School of Management Lyon / Perpignan, Wesford Ecole de Management et Commerce, IUT Valence / Perpignan.





My working style - in English:

Client is in the centre of my work. My being is around authenticity and simplicity.

That is in coaching, facilitation or team building, my role is to bring awareness, even mindfulness, to ensure that greater ways of working together emerge and that goals are reached.

On a mission, once the goal has been agreed, we'll define together the way of working. This allows my clients to become always more knowledgeable, for eventually become independent in thriving through their changes.

What clients say about my way of working with them is that they feel secure and confident to reach their goal. They also appreciate the joy and serenity I put in, whilst working with them.

To support their growth, different adapted tools and attitudes will be used. Mainly based on systemic coaching, my approach uses many other tools such as NLP processes, Clean language, Metaphor, Theater, Singing or Outdoor workshops.

One of the key to reach higher performances is helping them valuing their inner diversity within the organizational culture and their unique natural leadership. Whilst using consciously my multicultural dimension, it gives them the opportunity to modelize and benefit of it.

Currently, my interest and work drag me towards new ways of organisation: the Teal Organisations. The idea is to move towards new mindsets, such as working with a higher shared vision, in co-responsibility, using self-management skills. These new ways are in phase with current paradigm shifts in economy and societies, allowing more agility, more solidarity and keeping an ongoing commitment overall.

My higher purpose is to facilitate building sustainable trust in groups of people working together. It starts with letting their whole authenticity come out.

Done in 2015