



## France: James Dillon

**Location:** Paris  
**Nationality:** American (has lived in France since 1983)  
**Languages:** French / English



James is an American in Paris. Fluent in French, he's been based there since 1983. After five years in the States in various roles in retail and distribution, he moved to France to teach at L'Ecole de la Suggestopédie, an innovative language school in Paris. He then became a freelance trainer / consultant in management, leadership and coaching, increasingly focused on:

- facilitating change in a cross-cultural context
- international management and negotiation
- enhancing operational performance and innovation.

He has worked for French and multinational corporations in high tech, media, telecommunications, electronics, aerospace, banking and medical fields. He is also an author, radio broadcaster, and a regular contributor to international conferences.

Sample projects include:

- Developing awareness in a multicultural team, providing tools and approaches for interpreting cultural values and behaviours: La Française des Jeux
- Negotiating contracts in international markets, using techniques based on the Harvard Negotiation Project: L'Ecole Nationale Supérieure des Télécommunications
- Creating and facilitating a negotiation game on the theme of sustainable development and technological innovation: ECE, ESTACA
- Project management, change dynamics and sustainable development: Medicis Groupe
- Facilitating a seminar in French on innovation, creativity techniques and negotiation skills for business administration students at L'Université Paris Dauphine

Clients include:

- |                       |                    |                               |                       |
|-----------------------|--------------------|-------------------------------|-----------------------|
| • Ascott Informatique | • Compaq           | • La Française des Jeux       | • Sodern (EADS)       |
| • AXA                 | • Danone           | • Microsoft France            | • Sybase              |
| • Axians (VINCI)      | • Dell             | • P&G                         | • Thomson Electronics |
| • Bacardi Martini     | • DIM              | • Pfizer                      | • Valeo               |
| • Bloomberg           | • Disney Animation | • Philips                     | • Electronique        |
| • Bouygues            | • Generali         | • Sab Ingénierie Informatique |                       |
| • Cisco               | • Hewlett Packard  |                               |                       |
|                       | • Ilog             |                               |                       |

Qualifications include:

James graduated from Tufts University (Boston), is a Professional Certified Coach with the International Coaching Federation and an accredited member of the European Mentoring & Coaching Council (EMCC). He is also certified to use a number of tools and methods, including:

- |   |   |
|---|---|
| • MBTI                                  | • Organizations, Relations, Systems Coaching (ORSC) |
| • Team Management Systems (TMS)         | • Co-Development (Réseau Aramis)                    |
| • Opportunity Orientation Profile (OOP) | • Neuro-Coaching Program (CoachSource)              |
| • Hogan Leadership Index                |   |