Short Discourse on the Method

This is a fact usually – even unanimously – acknowledged by the various clients and end customers of our Institute: the services provided under its auspices, regardless of their nature, duration or location, reflect a high level of organization. Moreover: this high level of organization is broadly considered to be a constituent part of our Institute’s unique quality of service and identity.

This high level of organization is indeed anything but fortuitous: it largely refers to the inherent nature of IAS historical positioning as an integrator of tailored training solutions and services based on leveraging a rich ecosystem of partners. More importantly perhaps, it reflects a patient and long-term maturing and capitalizing process, involving investment both in specific tools and methods – among which digitalization in all its forms plays a central part – and in accumulated skills and experience of a team regularly described as a ‘set of pocket knives’, whose agility and resilience are at the heart of our Institute’s value proposition.

Developing our clients’ and end consumers’ loyalty, in other words, creating a relationship of trust with each of them, is rooted in their high level of requirement. If properly perceived – i.e. as an opportunity, and not as a constraint – this high level of requirement can in turn only serve as a basis for a continuous effort towards delivering quality, with striving for excellence as a constant horizon in a Business context which, in principle, does not allow for improvisation and even less for amateurism. This relationship of trust requires extensive listening and adjusting efforts, in order to take into account the intercultural factor inherent to the international context.

Our commitment to excellence, the result of complex and time-consuming equation, structured a significant part of IAS teams’ operational activity throughout the past years. Clearly, they have laid the foundations for future achievements.
**VIETNAM**

At the core of the USTH Aeronautical Maintenance Bachelor

Involved in the creation and the deployment of an Aeronautical Maintenance Bachelor for the University of Sciences and Technology of Hanoi (USTH), IAS, with its partner IMA Bordeaux, went to Vietnam at the beginning of the year to set up the practicum which will be implemented by the Vietnamese teachers for the first and second year students. The laboratory has been officially inaugurated on the 26th of February, in the presence of Mr. François de Bortoli, Head of international cooperation with South-East Asia at Airbus, Professor Phan Ngoc Minh, the Vice President of the Vietnam Academy of Science and Technology, Mr. Eric Molay, Attaché for scientific and academic cooperation at the French Embassy in Hanoi, Mr. Tran Chi Dung, Deputy Director of Human Resource at Vietnam Airlines, Mr. Tran Minh Nghia and Mr. Nguyen Ba Viet, respectively Deputy Director and Head of department of the VAECO training center. The ceremony was also attended by the USTH staff, teachers and students, as well as by Etienne Fleury, representing IAS.

This event was widely reported by the Vietnamese press, which put considerable emphasis on the future of this curriculum, bound to become a reference with regard to aeronautical training, in particular in the field of maintenance and operation, in response to the requirements of a fast-growing market in Vietnam and South-East Asia.

**SOUTH KOREA**

Introduction to space topics

In the frame of an Airbus Defence and Space offset scheme regarding a communication satellite for the South Korean agency ADD, IAS has been welcoming and training South Korean engineers since 2017. While 52 professionals have already benefited from our training solutions and related services, another eight have joined the IAS Alumni Network following a Space Induction Week seminar, which took place from the 4th to the 15th of February. Delivered in a very hands-on manner, this new training session gave our teams the opportunity to apply a flipped classroom model, building on ‘My Mission to Space’, a fun tool designed by Alexandre Sadève and Adeline Verdier, IAS Key Account Managers.

The Institute’s mission continues after this 6th action dedicated to the KMilsat-1 program, with 16 new trainees expected by the 20th of September.

**Prospecting missions 2019**

In the beginning of 2019, IAS carries on its business activities on the international stage in order to maintain its network of customers and prospects, and to enable its alumni network, which gathers more than 3,800 professionals.

Russia, with its MAKS exhibition, Central Asia countries, Ivory Coast, Morocco, Malaysia and China are among the targeted countries that our teams intend to visit soon. This dynamic started back in March during a mission carried out in Colombia at the request of ACOPAER – we will tell you more about it in the next issue of IAS Insider.
New workshops: Optimizing the search for an internship

As the work placement period is about to start for the trainees of the 2018-2019 IAS Annual Master Program, two workshops, led by Frédérique Breniaux and Adeline Verdier, are organized in order to help them to find a work placement.

The first workshop was dedicated to CVs. ‘The participants had to analyze the CV of a colleague, in the same way as an HR Manager would, and to suggest areas of improvement based on a criteria grid,’ explains Adeline Verdier, Key Account Manager. This very practical case allowed the future interns to better understand recruiters’ expectations.

A second workshop, which will address job interviews, will give everyone an opportunity to refine their presentation in order to be equipped with the best tools for a successful internship search.

Ay Colombia !

While a prospecting mission to Colombia was being organized for March, Alvaro Molano, a Colombian member of the IAS Alumni Network, paid a visit to the IAS on the 14th of February. Coming to France 11 years after completing his Aerospace MBA (TBS), Alvaro took advantage of a personal trip to meet our teams. A few weeks before going to Bogota and Medellin, this visit allowed the Institute to refine the potential training needs it could meet in Colombia.

A reunion, a fruitful working meeting and useful tips for the mission to come, that’s the Smart Network!

A newcomer to the IAS family

We are pleased to announce the birth of Augustin, born on the 30th of January, to the delight of his Mum, Amanda Boscus, IAS Alumni Network Manager.

Welcome to the baby boy and congratulations to the happy parents!
IAS collaborated with the University of Sciences and Technology of Hanoi (USTH) and Airbus to create an aeronautical training program in Vietnam. After my nomination as the future manager of this training, I came to France to attend the Master of Science in International Air Transport Operations Management (IATOM) carried out by ENAC, the leading aircraft engineering school in Europe. The IATOM Master is unique in Europe and worldwide, training high level specialists able to organize the operation of air transportation systems and managers capable of integrating technical parameters, regulatory constraints and economic aspects in the aeronautical sector. Being in Toulouse, at the heart of the European space industry, is a dream come true.

I am very grateful to IAS, whose teams have helped me throughout my curriculum, provided me and my daughter with logistical support, and aside from doing their job, treated us like members of their family. Moreover, the seminars, the technical and cultural workshops and the leisure activities offered by IAS gave me a better understanding of the aviation environment and of the French culture. Thanks to the support provided by IAS, I have been able to successfully focus on my studies.

I would like to commend the IAS for the professionalism and skills of its teams, whom I remember fondly.

Thu Hyen DAO
Future coordinator of the Aeronautical Bachelor at the University of Sciences and Technology of Hanoi (USTH)