



Cactus is an award-winning language training group with bases in Brighton, UK & New York, USA. It is run by a communicative, close-knit team of language training experts and lateral thinking business professionals.

**What are your language training needs?**  
**Contact us now to chat through your ideas.**

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**Email: [info@cactuslanguagetraining.com](mailto:info@cactuslanguagetraining.com)**

**Websites:**

Cactus Tailor-made Language Training  
**[www.cactuslanguagetraining.com](http://www.cactuslanguagetraining.com)**

Cactus Foreign Language Courses in the UK  
**[www.languagecoursesuk.co.uk](http://www.languagecoursesuk.co.uk)**

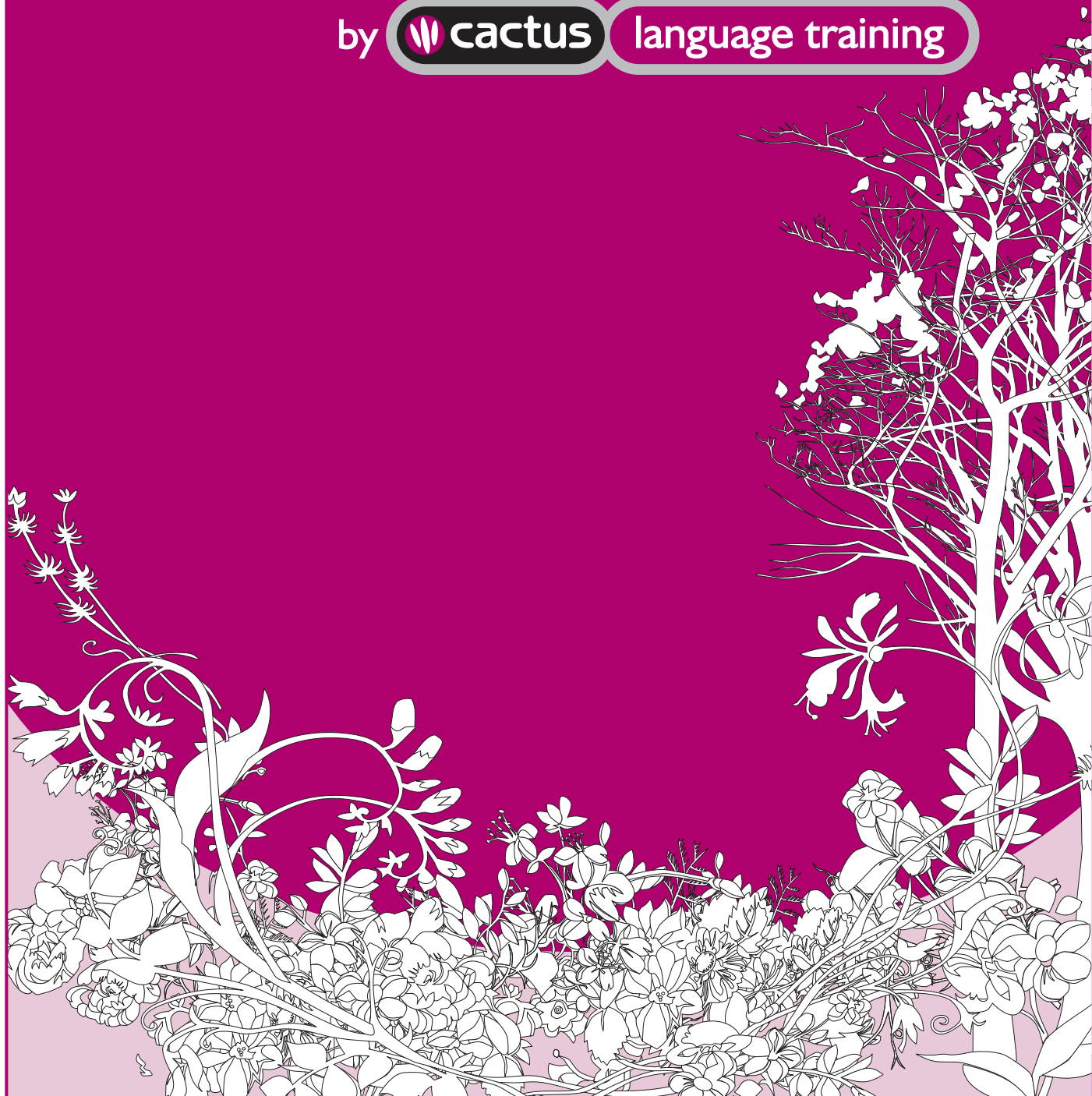
Cactus Language Courses and Holidays Abroad  
**[www.cactuslanguage.com](http://www.cactuslanguage.com)**

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Language Training Solutions for you

by  **cactus** language training



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Language training is no mystery. Progress can be measured, courses can be tracked, impressive return on investment can be achieved. Your human resources can be stimulated, uplifted and enthused in the process of learning or improving their language skills. The industry uses some of the most advanced people-training methodologies in existence.

Cactus are experts in language training. If you are reading this, you are probably expert in buying all sorts of training, getting value for money, nailing providers to deadlines and objectives, and generally helping your company achieve its strategic objectives.

Together, we can get your company talking in any language.

- Cactus has been sending language learners all over the world on its renowned language holidays since 1998
- In 2000, Cactus Tailor-made Language Training was created to guarantee our corporate clients quality trainers, truly tailor-made programmes and better flexibility
- Cactus is the only foreign language training organisation we know that has its own teacher training division, and which routinely puts its trainers through third-party, external observations to keep our standards where we want them
- Cactus works with Education Guardian to provide industry information on language and teacher training and, through a nationwide network of British Council approved language schools, offers its own Cactus Language Evening Courses
- Cactus delivers over £3.5m worth of foreign language training annually to some of the largest and smallest corporate clients and individuals in the UK and overseas

1. Contact Cactus and ask for a quick quote. Or pass on potential trainees' contact details. We'll build an individual training proposal and report back to you.
2. Once the proposal is agreed, the course is built. Lessons are arranged with trainees to fit in around busy schedules.
3. Experienced, native-language Cactus trainers fine-tune course content during the initial sessions, and tweak objectives.
4. Non-stop feedback and monitoring ensures learning objectives are attained. Everyone is happy.

*"cactus have provided fantastic service right from the initial stage when looking at the various options for training. A friendly advisor contacted us immediately to discuss exactly what I wanted to achieve, rather than just trying to push me towards a particular pre-defined course. I thoroughly recommend that you talk to cactus for all of your language needs."*

Abhishek Sachdev, Business Analyst,  
Lloyds TSB Corporate

Our clients claim we deliver training programmes in a fuss-free fashion, and that we're good at picking up where another organisation left off. This is what we like to hear.

Behind the scenes your Cactus Account Manager, Director of Studies, Operations Manager and your assigned Cactus Language Trainers work hard together on a truly purpose-built course.

We do this by considering trainees':

- Current language level
- Previous experiences of language learning
- Corporate objectives & personal needs
- Preferred learning styles & abilities
- Time availability and potential impediments to learning
- Requirements for external evaluation

*"We had an urgent need for professional French language training – not just basic French, but an understanding of French engineering terms. Cactus were able to provide a highly qualified teacher who was not just proficient in French, but also a chartered Engineer. The one-on-one training was appropriate for our candidate and enabled him to represent us and meet our business needs."*

*"The level of commitment and standard of service received from Cactus was very good."*

Andrew King, CVF Personnel Manager, Ministry of Defence

*"We found Cactus Language Training to be well organised, efficient and flexible. They have provided friendly and encouraging teachers who have managed to work around the chaos surrounding television production."*

Jane Shaw, Human Resources Coordinator, Endemol UK



The approach is the same at Cactus, whether we're training one person or an entire company.

### **At the individual level**

The course is devised and trainer meets trainee for the first time. Cactus trainers use their ability to mould a course around each learner profile, and do so under the guidance of our Academic Team.

Training works on 3 key levels:

- Developing trainees' language skills & learning strategies
- Applying the new language to the business situations they will be encountering
- Ensuring individual training adheres to the company's overall aims

### **At the company level**

When Cactus is asked to introduce a corporation-wide language training programme, as it has, for example, for Tesco, then our Academic Team will also:

- Build an entire syllabus based around your organisation, in each language and at each level of language
- Ensure Cactus language training 'dovetails' in style and delivery with existing corporate training programmes
- Create a company-specific language training manual
- Simultaneously design and deliver "train the trainer" courses to ensure our trainers teach in the company's own training style
- Maintain an ongoing dialogue with the company

Cactus works with many of the top UK and multinational organisations. We frequently operate with 'preferred supplier' status.

Acer :: Alegro Capital Limited :: Alexander Forbes :: AMEC :: Amersham :: Andrew Ostroumoff :: Armit :: ARRK Group :: Aurora Corporate Services :: **Australia National Bank** :: Australian High Commission :: Aventis :: Balton CP :: Bank of Ireland :: Bank of Nova Scotia :: Bayer Diagnostics Europe :: BD Network :: Benjys Group :: Biosciences :: Biss Lancaster Euro RSCG :: Blackstone :: **BOC** :: Boccon Associates :: **Bouygues Group** :: BPB :: Brighton College :: Bristol Myers Squibb :: British Library :: **BT** :: BUAV :: Bupa International :: **Burberry** :: Business Training Partnership Ltd :: Camaieu International :: Campbell :: **Carlsberg** :: Centre for Assessment and Recognition :: Claire Cummings Consultancy :: Clover Financial Treasury :: CMS Cameron McKenna :: **Colgate Palmolive** :: Colt Telecom :: **Commerzbank** :: Comms Multilingual Ltd :: Converse UK Ltd :: Concern International :: Cosmopolitan Cosmetics :: Coulter Management Agency :: Creative Industries Dev Agency :: Crown Agents :: Cummins Business Services :: Cushman and Wakefield Healey and Baker :: Daher Sawley :: Dechert :: **Dell** :: Denebrook :: **Department of Trade & Industry** :: De Vere - The Grand Brighton :: ewitt :: **Diageo** :: Dialog :: **Diesel** :: Disability Partnership :: Dolphin Computer Access :: DSG International PLC :: Duco Ltd :: Early Learning Centre :: eCash :: **Edexcel** :: **EDF** :: Eimasa Ltd :: Eirad Management :: El Paso :: Elsevier :: EMB :: Empire World Trade :: **Endemol** :: Entergy Koch :: Enterprise Ireland :: Equity Travel :: **Ernst and Young** :: E-trade Security :: EuroMTS :: European Bioinformatics Institute :: Fallwood :: Farship Navigation :: Fiege Merlin :: First State Investments :: Flexiski :: Food From Britain :: **Foreign & Commonwealth Office** :: Freeport Leisure :: Futuro Group :: GE Energy :: Gefco :: **General Motors** :: Genomed :: Georgia-Pacific :: Gilchrist & Soames Ltd :: **Givaudan** :: **Goldman Sachs** :: Grafton Engineering :: Grisipini and Partners :: Guidant :: Halcrow :: Halcyon Gallery :: Hayley Conference :: HCA International Ltd :: HCL Technologies :: Healthworld Communications Group :: Hewitt Bacon and Woodrow :: **Highways Agency** :: **HP Compaq** :: Hunters and Frankau :: **Hutchison 3G** :: Hyster Europe :: Icas PR :: IMS Hospital Group :: Inditex :: Indus :: Inmarsat :: Institute of Development Studies :: International Event Management :: **International HIV/AIDS Alliance** :: Iris Nation Ltd :: Islak Kalsi :: Island Cruises :: Ixis :: J.W. Hannay :: Jupiter Asset Management Fund :: KHP Consulting :: **Kimberly-Clark** :: **Lafarge - Blue Circle** :: **Learning Skills Council** :: LeBoeuf Lamb Greene and MacRae :: Las Caves de Pyrene :: Liedekerke Wolters Waelbroeck Kirkpatrick :: Link Asset and Securities :: **Linklaters** :: Liquent :: Livity :: **Lloyds TSB** :: London County Hall :: Long Acre Partners Lubrication Services :: **L'Oreal** :: Manhattan Associates :: Mather Arnold & Baldwin :: Maxxium Worldwide BV :: Melanie Port :: Mellon :: Mercer Resource Consulting :: Merchats Quay Ireland :: **Merck** :: Merrill Lynch :: Mettis Aerospace :: Michael H Ltd :: **Microsoft** :: **Ministry of Defence** :: Mr Blister :: **Multimap** :: Mustoe Merriman Herring Levy :: NC Soft :: NOP World :: Nutricia Wells :: Oce :: Oliver Wyman and Co :: **Orange** :: Ove Arup Partners :: Pall Corporation :: Park Air Systems :: Paxton Access :: Peregrine :: **Pfizer** :: Photonica :: Photonics :: **Pipex** :: **UK Police Service** :: Policy Partnership :: Prevar :: PRG-Schultz :: Primacy Relocation :: Printers Direct :: Printus :: PRJS Select :: Quadrics :: **RAC** :: RBS :: Recall Corporation :: Reed :: Reed Elsevier :: Relocate UK :: Richemont :: Ringway :: River Path Associates :: Roadstone Provinces :: Ronin Corporation :: Root :: Rotovision :: Rotronic :: **Royal Armouries Museum** :: **Royal Bank of Scotland** :: Royal Garden Hotel :: **Royal Mail** :: Russian Access :: RVA Insurance :: Saia-Burgess :: SAS Automotive :: Scottish Qualifications Authority :: Salton Europe :: **Sea Containers** :: Shepherd Widnes :: **Siemens** :: Sirona Dental Systems GmbH :: Smurfit :: Sochi 2014 :: Sony Ericsson Mobile Communications Management Ltd :: Sopra Group :: Standard Chartered :: Starwood :: **Statoil** :: **Sterling Corporate Relocation** :: Sweet and Maxwell :: Sweetman Communications :: TD :: Teaching Projects Abroad :: **Tesco** :: Teva :: Thales :: The Cobra Group plc :: THI UK :: Thomas & Green Ltd :: **TotalFinaElf** :: Travelex :: UCP - Zeller Plastik :: **UNICEF** :: **Unilever** :: University College London :: UWE :: Urang :: Urenco :: Value Retail Management France :: Veristy Design :: Vitol :: **Volvo** :: Waggener Edstrom :: West Instruments :: **WestLB Covered Bond Bank** :: Whitby Bird :: Wimbledon :: Wincanton :: Wingland :: WSP Buildings :: Wintershall Noordzee :: Xchanging :: Xtravaganza :: Yukos :: Yum Restaurants International :: **Zara**



Cactus has its own custom-built online reporting system. It allows you to pick and choose the information you need for your records.

A confidential login lets you check:

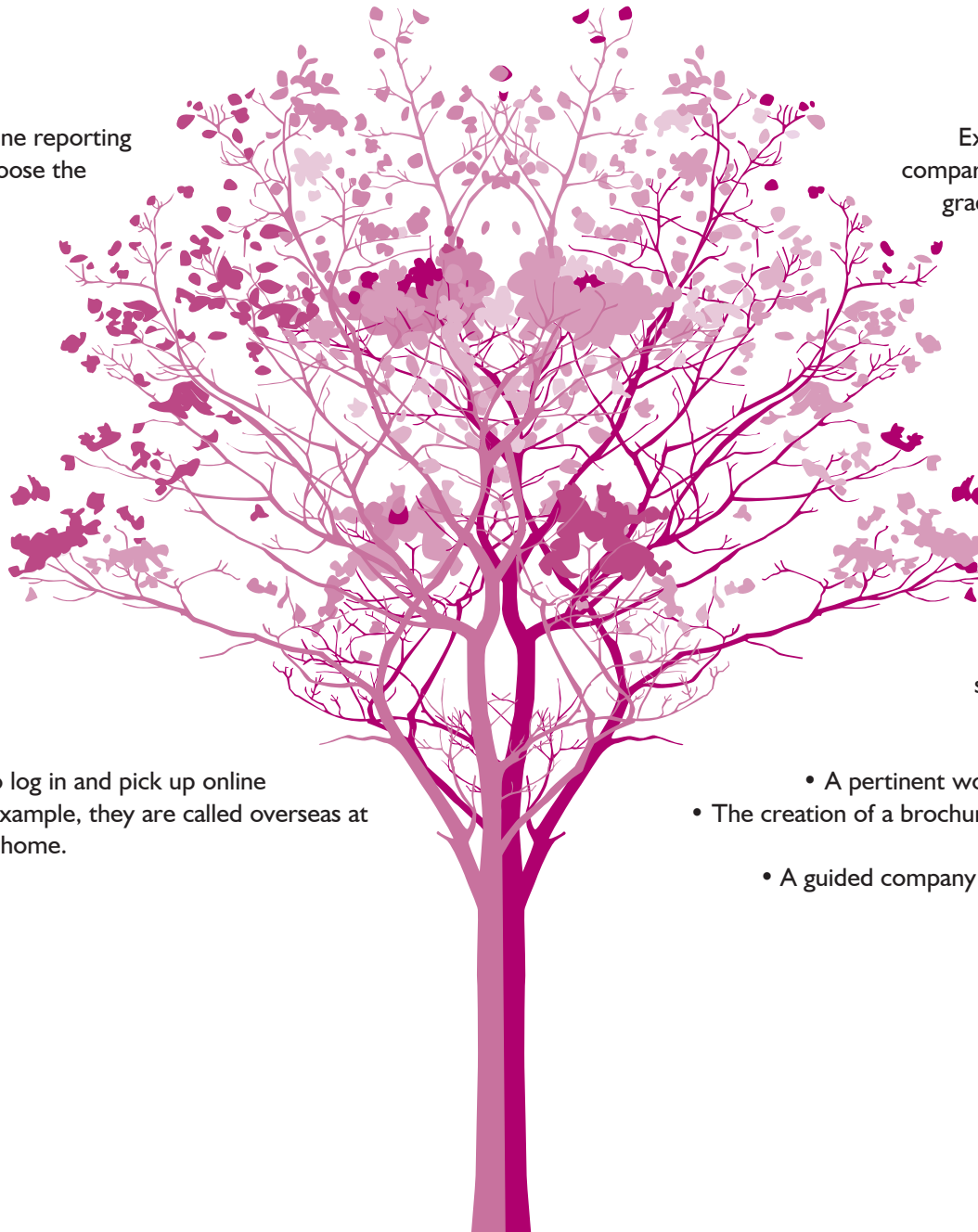
- Training objectives
- Trainee attendance record
- Dates of lessons scheduled and taken
- Progress report from the trainer
- Results of feedback forms and action taken
- Course outline and amendments
- Amount invoiced and paid to date

Trainees can use the same system to log in and pick up online language tasks and exercises if, for example, they are called overseas at short notice, or need to work from home.

External testing can be useful to assess and compare the language ability of job applicants or graduate trainees. However exam syllabuses are not geared to the specific language aims of tailor-made courses.

Cactus prefers to use more targeted measurements of success. These might include:

- An increase in sales which can be directly attributed to language ability
- Getting on better socially and culturally with people from other countries
- The achievement of a number of new sales leads, thanks to the language course
  - A foreign language presentation to colleagues or managers
- A pertinent work report drafted in the foreign language
- The creation of a brochure or website text in the foreign language for use within the company
- A guided company tour for overseas clients or counterparts



- In-Company Group Courses
- In-Company One-to-One (Individual) Courses
- Foreign Language Group Evening Courses
- Open Group Language Courses Abroad

## In-Company Group courses

<b>Good for:</b>	Training large numbers of people with similar levels and needs.
<b>Benefits:</b>	Economical, effective and a great team builder.
<b>Locations:</b>	Across the UK and overseas. 4000+ qualified language trainers worldwide.
<b>Formats:</b>	Full immersion 20-hour weekends, intensive 30/40/50 hr weeks, semi-intensive, "X hours per week" format.
<b>Group size:</b>	2 - 12 people. Sticking to 12 people max. maintains dynamism, focus, motivation and attendance.
<b>Pre-start:</b>	Online language tests and online needs analysis to help constitute groups.
<b>Content:</b>	Cactus either provides a list of relevant themed modules, or we start from scratch using participants' own topics and needs. Finer points of content are negotiated during first session with trainer. Course content is flexible and can adapt to emerging needs within the group.
<b>Absences:</b>	Individuals receive missing content and exercises by email and via Cactus online reporting system.
<b>Feedback:</b>	Via online reporting system.
<b>Price Guide:</b>	From around £60 + VAT per hour per group.
<b>Pricing Factors:</b>	Unusual locations, rarer languages, specialist content. Course materials in addition.

## In-Company One-to-One courses

<b>Good for:</b>	Busy individuals with chaotic schedules. Last-minute needs such as presentations, overseas trips, international trade fairs, etc.
<b>Benefits:</b>	Specific language skills are developed quickly & effectively. The ultimate in learner-centred training.
<b>Locations:</b>	Across the UK and overseas. Cactus has one of the largest networks of qualified language trainers worldwide.
<b>Formats:</b>	Full immersion 20-hour weekends, intensive 30/40/50 hr weeks, semi-intensive, "X hours per week" format.
<b>Cactus Tip:</b>	Book training in small chunks of 30 hours with regular reviews rather than one big 120-hour course.
<b>Pre-start:</b>	Online language tests, online needs analysis, learner profile analysis.
<b>Content:</b>	Generally developed from scratch using trainee's own topics and needs. Cactus has an extensive bank of tried and tested suggested course programmes on a wide range of subjects, from oil and automotive, to pan-European investment banking and molecular biology.
<b>Absences:</b>	Lessons are rescheduled with 24 hours' notice.
<b>Feedback:</b>	Ongoing, via online reporting system.
<b>Price Guide:</b>	From around £40 + VAT per hour.
<b>Pricing Factors:</b>	Unusual locations, rarer languages, specialist content, unsociable hours & weekends. Course materials in addition.

## Foreign Language Evening Courses in the UK

<b>Good for:</b>	Employees who want communicative language training, but where this is not yet required for their work.
<b>Benefits:</b>	Fun, laid-back language learning with people from other companies and walks of life.
<b>Locations:</b>	London, Brighton, Bristol, Canterbury, Eastbourne, Exeter, Manchester, Oxford, Southampton. Check website: <a href="http://www.languagecoursesuk.co.uk">www.languagecoursesuk.co.uk</a> for new locations.
<b>Pre-start:</b>	Online language test.
<b>Content:</b>	General survival language, language for everyday situations.
<b>Absences:</b>	Lessons are forfeited.
<b>Feedback:</b>	Online feedback questionnaires.
<b>Price Guide:</b>	From £139 (incl. VAT) for a 10-week, 20-hour course.
<b>Pricing Factors:</b>	Price includes course book.

## Open Group Language Courses Abroad

<b>Good for:</b>	Companies with overseas offices and interests. Preparing an employee for a period of expatriation. Widening your range of company perks.
<b>Benefits:</b>	Employee can combine a course with local meetings. Low cost, high-immersion, in-country language training. Language learning combines with a development of cultural awareness. Idea that a language holiday can be used as a staff incentive.
<b>Locations:</b>	25 languages and 150 destinations in 45 countries worldwide.
<b>Cactus Tip:</b>	Combine a course with native-speaker host family accommodation to increase cultural exposure. Tailor a programme by combining group lessons with individual specialist modules.
<b>Pre-start:</b>	Nothing. Language test and interview in-situ on first day.
<b>Content:</b>	General language in international open group classes. Lessons are at the participant's established level of language.
<b>Absences:</b>	No rescheduling possible. As courses are in country, absences are unusual.
<b>Price Guide:</b>	From around £150 including course and host family accommodation.
<b>Pricing Factors:</b>	Hotel options available. Transfers & flights in addition. Materials included.