

## Professional Education

- MBA with Distinction (International Management Consultancy, University of Lincoln, Great Britain, 2005)
- Diplom-Wirtschaftsingenieur/Elektrotechnik (Business Administration and Electrical Engineering, Technische Hochschule Darmstadt [today: Technical University Darmstadt], Germany, 1985)
- European Net-Trainer (European Net-Trainers Association, Tele-Akademie Furtwangen University, Germany, and The Sheffield College, Great Britain, 2008)
- Suggestopedia (Basic Training, DGSL, CeLL – Centrum für effektives Lehren und Lernen, 2007)
- NLP-Trainer (DVNLP, NLP-Trainer-Akademie, 2007)

## Other Qualification

- License - Training Supervisor Sport in Prevention: Relaxation and Stress Management (DSB, German Sports Federation, 2007)
- License - Training Supervisor Sport in Prevention: Posture and Movement (DSB, German Sports Federation, 2005)
- Licence - Trainer C Fitness and Health (DSB, German Sports Federation, 2005)
- Yoga Teacher (Sivananda Yoga Vedanta Dhanwantari Ashram, India, 2000)

## Hartmut Büttner

Dipl.-Wirtsch.-Ing., MBA



International Management Consultant, Coach and Trainer focussing on:

- ✓ Internationalization,
- ✓ International Marketing,
- ✓ International Sales Management and
- ✓ Computer Supported Cooperation

## Experience Profile

- International Management Consultant and Trainer
- Delegate, responsible for the Asia-Pacific Region, located in Hong Kong for six years
- Transferring and integrating an international distribution organization following a business takeover
- Implementation and maintaining of an international distribution organization
- Sales management in Europe and Asia-Pacific
- Project management and processing of international producer's goods orders
- Planning and coordination of public funded research and development projects
- Controlling

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**Hartmut Büttner**  
*International Management Consulting*

## Opportunities of the Globalization

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### Portrait of a consultant

Coaching Multicultural Teams  
Lean Internationalization Consulting  
International Management Training  
Goal-Based Internationalization Scenarios  
Intercultural Mediation  
Interim Management

## Consulting and Coaching

### **Coaching Multicultural Teams**

Particularly for virtual teams also electronically as eCoaching.

### **Lean Internationalization Consulting**

Cost and timesaving development of tailor-made internationalization strategies, establishing international organizations and optimization of international activities.

### **Goal-Based Internationalization Scenario**

A package of consulting, coaching and training modules aligned and geared to client's needs and objectives taking into account the starting position.

### **Intercultural Mediation**

Serves not only the voluntary solution-making in case of conflict, but also supports mutual learning, helps to improve understanding and to develop a sense of common opportunities.

### **Interim Management**

Allows to bridge temporary staff bottlenecks at short notice.

## Computer Supported Cooperation

### **eConsulting**

Is more efficient and less expensive than traditional consulting, since, e.g. travel times and costs can be reduced to a large extent. The consulting process becomes transparent and the acceptance of the results will be increased through the use of groupware and workflow management.

### **Virtual Teamwork**

Using eCoaching and eModeration can, especially in a virtual 3D environment, increase the performance of teams, strengthen the sense of unity, prevent and solve conflicts.

### **eLearning**

Useful addition to traditional forms of education, since learning can be adjusted to the working process requirements, since it is not bound to specific times and locations.

### **Technical Tools:**

Modern, affordable and easy to learn information and communication technologies, such as groupware, workflow management and virtual 3D environment.

## Training

### **Internationalization**

- Introduction to Export Business (2 days)
- Success through Professional Internationalization Strategies (1 day)
- Competitive Advantages through Intercultural Competence (1 day)
- Particularities of International Marketing (1 day)

### **Project Management**

- Introduction to Project Management (3-5 days; as agreed upon)
- Particularities of International Project Management (2 days)

### **Asia**

- Market Entry Strategies (1 day)
- Success through Intercultural Competence (1 day)

**Note:** Can be organized as workshop, seminar, eLearning or combined as blended learning courses.