

PHILOSOPHY

My knowledge for your utmost personal and business success!

I prefer a systemic, sustainable and strategic approach. My way of communication is open, but determined, characterized by an analytical thinking and acting.



NEW
PERSPECTIVES –
MORE OPPORTUNITIES

PROFILE

- Master of business administration, certified coach
- Consultant and trainer
- Highly experienced in leading positions in purchasing departments of the aviation industry and vision technologies
- Long-time experience as a district manager in the retail trade
- Continuous further training
 - Supervision
 - Risk management
 - Activating experiences
 - NLP
 - Mastering international negotiations

CONTACT



Please contact me for more information:

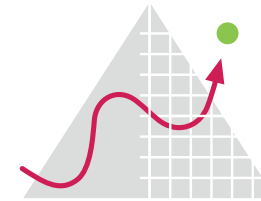
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MORE PLEASURE
AND MORE
PERSONAL SUCCESS



Annette Schulze

systemic strategy & communication consulting

INTERIMS MANAGEMENT
OF PURCHASING

CONSULTING &
COACHING

SEMINARS &
TRAINING



PERFORMANCES –
INDIVIDUAL
CUSTOM-MADE
FOR YOUR
NEEDS

MANAGEMENT CONSULTING

Target-oriented optimisation of business processes and structures

- Corporate identity
- Management guidelines
- Human resources
 - planning
 - selection
 - development
 - team work
 - outplacement
- Marketing
 - commercial development
 - in-store promotion
 - improvement of sales personnel communication skills
- In collaboration with a network of consultants
 - experts for public relations and marketing, photographer
 - event trainers
 - experts for human resources and transfer companies
 - lawyers with main focus on labour law

COACHING

Maximize your effectiveness and profit from increased power

- Aspects of management and teamwork
- Improvement of communication
- Conflict management
- Decision finding
- Aspects of private influences
- Professional reorientation
- Career planning
- Recruiting and application processes

Participants:
Executives and highly qualified employees

MORE

BUSINESS SUCCESS WITH

HUMAN RESOURCES DEVELOPMENT!

INTERIMS MANAGEMENT OF PURCHASING

Interims management gives you a unique, neutral and effective support on two levels:

1

Continuation of business

2

Realisation of cost-cutting potentials

MANAGEMENT

- No purchasing up to now
- Purchasing management missing
- Recruiting, application processes under way
- Project management and implementation

CONSULTING

- Building up of purchasing
- Future oriented development and implementation of the purchasing strategy
- Analysis and optimisation of processes in purchasing
- Suppliers' management:
 - Selection and evaluation process
 - Risks
 - Relations
 - Contracts and controlling
 - Optimisation of negotiations



Enterprises in situations of:

- Fast expansion
- Restructuring
- New orientation (international markets, new products, new market challenges)

TAKE PROFIT OF
PURCHASE AS A LEVER -

TO INCREASE THE
BUSINESS PROFITS!

NEGOTIATING SMARTLY

More security and success in negotiations

To combine and implement intelligent negotiation strategies and techniques

- 6 step technique
- Psychology of negotiations
- Application in role plays with a view to current topics of negotiations
- Enlargement and improvement of personal negotiating skills

Participants:

Executives, qualified staff of purchase and sales departments, project staff members, self-employed

MANAGING EASILY

Increase your business success

Contents

- Building up, dimension and impact of the own personality
- Psychology of negotiations
- Transaction analysis
- Dealing with conflicts
- Development of human resources

Participants:

Executives, qualified staff with a view to assume management tasks, self-employed, employees of human resources, works committee members



WITH THE BEST STRATEGY
AND TECHNIQUE

TO THE TOP OF MANAGEMENT!