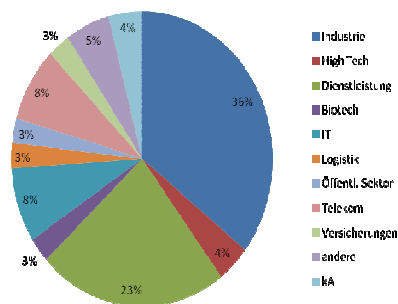


2009 Alumni Survey

Did you know that most Henley Alumni who responded to our autumn 2009 study are engineers or economists? Did you know that many are leading small enterprises? Do you know in which company functions they work and how much they earn? The 2009 Alumni Survey - the first one of this nature – delivers all the answers. Have a look on www.ha-g.de under “Neuigkeiten” to find out more.



Just one click more to help!

Please help to generate funds for the community. It just takes two decisions to make:

- buy your books at buecher.de and no other online shop
- access the buecher.de site via www.ha-g.de so that we incur the commission being a buecher.de affiliate.



Dissertation Survey Results online

More and more MBA students who are also members of Henley Alumni in Germany ask us for help with their MBA Dissertation by publishing their surveys to the community. As one of our mission elements is “Helping each

other”, this is an excellent opportunity to live our mission.

The students agree to report on the results of their studies which in turn gives us new insights into interesting research. We have put the first results of a survey online. Dirk Goeman was kind enough to send us the results of his project on “Corporate Entrepreneurship”. Please have a look on www.ha-g.de under “Neuigkeiten”.

First Stuttgart Stammtisch

Bernd Weis from Stuttgart organised the first Stammtisch in Stuttgart on 11 January 2010. Nine fellow alumni had inspiring talks and simply a fun time. Many thanks to Bernd! Keep it going!

Channel Management Roundtable picking up

Jürgen L. Sommer started his Roundtable series on 21 January in Frankfurt. 10 people have already registered for the next session in Düsseldorf on 28 January. Feel free to send your registration email to info@ha-g.de.

General Assembly

The 2010 Henley Alumni General Assembly („Hauptversammlung“) will take place on Saturday, 24 April 2010 in Villa Flora, Munich. The Agenda will be distributed in due course.

Henley Alumni in Germany becoming more attractive

Since March 2009, 29 new members joined Henley Alumni Association in Germany and only four left us. **This is a net increase of 18% in just one year.** We are well on track to achieve our goal of 30 % market share by 2012.

Top Events 2010

Our Top Events for 2010 will take place on the following dates:

19 June 2010 in Munich

13 November in Frankfurt

Topics will center around some of the megatrends shaping the future corporate landscape such as

- Social live in a technological world
- Limited resources, unlimited demands
- New science of management

New Entrepreneurs on our website

Tobias Müller and Jürgen L. Sommer are the new entrepreneurs featured on www.ha-g.de. As you know, Jürgen has just started his own consulting business concentrating on channel management. In the future, direct sales approaches will not be sufficient to reach the diversified international crowd of new consumers. A new generation of channel management will need to be implemented which reflects the shift from control to partnership to manage channel networks.

Tobias Müller’s services are geared towards medium sized businesses who are looking for improved performance and a better competitive position. The approach to achieve this is to build business networks between enterprises in order to combine the offerings of several companies to produce more value for the customer and the individual firms.

Find more on www.ha-g.de under “HAG-Unternehmer”.



20 % off at Pure Training in Frankfurt for all Henley Alumni in Germany Members. Just say “Henley” at reception and you will receive your discount!

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