

Frankfurt a success!

Very lively discussions, excellent speakers, and great networking were again guaranteed at our 2nd 2009 Top Event "Growth in the Crisis" this time held in Frankfurt in the exclusive atmosphere of the Frankfurt Marriott Hotel.

"An excellent event! I really enjoyed the presentations and discussions which gave me the opportunity to learn new things from different industries and from the School. Many thanks for the professionalism and excellent organisation." (Martin Adlung, Attendee interested in the Henley MBA)



The Voice of the Alumnus

Stefan Middendorf, Board Member at TNT Post AG and Henley Alumnus 1996, gave us an extensive insight into the history of his company, the market dynamics in a segment formerly dominated by a stately-owned conglomerate, and how TNT Post's business model and strategy are designed to gain market share and grow even in the crisis.

The Voice of the School

Roger Palmer, Professor of Marketing and Head of School, continued with an original insight into the growing challenges on our planet. In the light of the crisis, he made a strong case for a much more dedicated and refined strategy building.

The Voice of the Board Room

Heinrich Kerstien, one of Europe's leading experts on debt financing, has spent endless hours in board rooms with CEOs and CFOs. Kerstien's impressive overview over various means to re-design the capitalisation of companies in times of the crisis transferred the complexity of the endeavours that world leading investment banks such as Rothschild

have to deal with on a daily basis. **More on www.ha-g.de**

Just one click more to help!

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

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



Kienbaum at Frankfurt Event

André Hoffmann from Kienbaum Executive Search was our guest at the Frankfurt Top Event. A big thank you to Jürgen Spitzer who took over the role of champion for "Headhunter Relations". We will continue to invite consultants from renowned Executive Search companies in the future.

New Champion organising the Stuttgart Stammtisch

Bernd Weis from Stuttgart volunteered to organise a regular Stammtisch in Stuttgart. The dates will soon appear on our website. Many thanks to Bernd for taking the initiative!

New Executive Roundtable Channel Management

After the great successes with Jörg Käse and Ricardo Moya, we will continue to offer Executive Roundtable Discussions even beyond the Munich area. In 2010, Jürgen L. Sommer kindly offered to moderate roundtables in Munich, Düsseldorf, and Frankfurt. The topic is of extreme interest for all Sales Managers, CEO's and Managing Directors since direct sales will not be sufficient to access all areas of attractive markets.

Entrepreneur Coaching

We would like to offer Entrepreneur Coaching to all Entrepreneurs within the Henley Alumni Community. This should be adapted to the various phases of your company's lifecycle (Seed, Growth, M&A, PMI, IP).

All experienced entrepreneurs out there, please volunteer to coach fellow entrepreneurs and those who are planning to start their own business. Please contact our fellow alumn Christoph Dewey who is championing this initiative (christoph.dewey@dprp-consult.com).

Christoph Dewey: New article on Website

Christoph Dewey has recently published an article on Professional IT Management in Germany's renowned magazine "IT Banken & Versicherungen" where he describes a new approach to transform Information Management which allows you to combine cost effectiveness with performance optimisation. Congratulations, Christoph, to this excellent article! More on **www.ha-g.de**

New job opportunities online

Finally! After some time of meager prospects on the job market, the economy seems to recover. Slowly but surely... Credit Suisse is looking for Consultants and Senior Consultants in their Corporate Development Function in Zurich. More information in our Placement Office on <http://ha-g.de/placement-office>

Top Event 2010 – Send us your topics for the year!

Please send us the topics we should cover at our 2010 Munich and Frankfurt Top Events. We are looking forward to your ideas. We will then ask the community to vote and those who have proposed the most popular topics will receive a nice little gift!

Copyright:

Henley Alumni Association in Germany e. V.

Contact: Ursula Rau

Email: info@ha-g.de