

Herbert R. Nestler



Herb Nestler brings to his executive training and coaching programs a unique background and varied experiences that make him ideally suited as a facilitator for helping decision-makers navigate the challenging waters of today's fast-moving business.

Educated in the United States where he lived for the first 40 years of his life, Nestler received a Bachelor of Arts degree in Education and a Master of Arts in Communication from Northwestern University.

As a university teacher he served on the faculties of the University of Illinois at Chicago, North Central College and the European Division of the University of Maryland where he specialized in business and interpersonal communication as well as journalism, mass media and performing arts. As a trainer, he has presented seminars and workshops for private corporations in the United States, Canada, and Europe on effective leadership and business communication.

He has served as Director of Education for an international trade association headquartered in the U.S. and was responsible for the training of volunteer leaders and well as staff executives in the worldwide Rotary club organization of more than 1.5 million members in his capacity as Division Manager for International Meetings, Training and Travel. He has organized training and management meetings in 35 countries. He has also held sales and general management positions with the Westinghouse and Plough Broadcasting companies and has regularly negotiated international contracts with citywide and regional implications.

A resident of Germany since 1988, Herb was the first person in Europe to be certified by the Center for Creative Leadership (CCL) to conduct their leadership seminars. He is also a trained Myers-Briggs Type Indicator facilitator and is certified to administer the Pressure Management Indicator, an instrument for helping people to understand how they do and can cope with stress.

He is a partner in the Munich-based communications consulting company **Graf & Nestler** which assists European, American and global businesses and non-profit agencies to promote and conduct international business. He has also been published in several American trade and professional journals and is a guest lecturer in the Graduate Program "Excellence in Business and Education" at several German universities.

His training programs have been conducted on nearly every continent and include the following:

- Effective Global Leadership
- Persuasion and Negotiating Techniques
- Conflict Management
- Global Team Integration
- Cross-Cultural Preparedness
- Trade Show Selling Skills
- Effective Presentation Skills
- Self-Assessment and Self-Management
- The Leader as Coach
- Media Crisis and Media Interview Training
- Customer-oriented Selling
- Change Management

Among the tools he uses in his development programs are Hersey & Blanchard's Situational Leadership Model, the MBTI, transactional analysis (E. Berne), life positions (T. Harris), career anchors (E. Schein), Tuckman Team Development Clock, just to name a few.

Since 1988 Herb has been conducting training programs in Europe and around the world for companies including, Robert Bosch GmbH, AIRBUS Deutschland and the AirBusiness Academy, British Telecom, Continental Automotive, ESG Consulting, E.ON Energy, the European Patent Office, KIA Motors Europe, Goodyear Tire, JD Power and Associates, Siemens, KPMG, Kurtz Holding, Sartorius AG, Villeroy & Boch, CITGO Oil, VDMA, Körber AG and Haniel and as well as for the City Colleges of Chicago, the International Association for Exposition Management (IAEM) and Meeting Professionals International (MPI).

Among his proudest achievements are the development and delivery of a program to teach and encourage managers in Siemens to utilize the techniques of performance coaching in the daily leadership, the Programme for Emerging Professionals for Airbus Deutschland and the Leadership Accelerator program for Kia Motors Europe, which was awarded the Silver International Training Prize 2010-11 from the German Association for Trainers and Coaches (BDVT).

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