



graf & nestler

Bridging the Communication Gap

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Herbert Nestler



Herb Nestler brings to his executive coaching and training programs a unique background and varied experiences which make him ideally suited or helping decision-makers navigate the challenging waters of today's fast-moving business environment. As a facilitator he has moderated events with 5 to 20,000 participants.

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.

Herb has also designed and conducted programs for companies including Siemens, Robert Bosch, AIRBUS, British Telecom, E.ON Energy, the European Patent Office, Goodyear Tire, JD Power and Associates, Infineon Technologies, KPMG, Kurtz Holding, Sartorius AG, Villeroy & Boch, CITGO Oil, VDMA, Körber AG, both of Munich's main universities, the International Association for Exposition Management (IAEM) and Meeting Professionals International (MPI).

He was on the faculties of the University of Illinois at Chicago, North Central College, the City Colleges of Chicago and the European Division of the University of Maryland where he specialized in business and interpersonal communication as well as 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 business communication.

He has served as Director of Education for an international trade association 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. 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 an annual worth in the tens of millions of US dollars.

A resident of Germany since 1988, he was the first person in Europe to be certified by the Center for Creative Leadership (CCL) to conduct their leadership development seminars. He is also a trained Myers-Briggs Type Indicator facilitator and is certified to administer the Pressure Management Indicator for helping executives to handle 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 is also regularly published in several American trade and professional journals.

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

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

More information is available at www.grafnestler.com.