

Herbert R. Nestler



Herb Nestler brings to his executive training and coaching programs a unique background and varied experiences which 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 most 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 city-wide and regional implications.

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 seminars. He is also a trained Myers-Briggs Type Indicator facilitator and is certified to administer the Pressure Management Indicator.

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 and is a guest lecturer in the Graduate Program "Excellence in Business and Education" at the Ludwig-Maximilians-Universität in Munich.

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

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

Herb has also designed and conducted programs for the City Colleges of Chicago, the International Association for Exposition Management (IAEM), Meeting Professionals International (MPI) and for the past 18 years has conducted seminars for companies including Siemens, Robert Bosch GmbH, AIRBUS Deutschland, British Telecom, E.ON Energy, the European Patent Office, KIA Motors Europe, Goodyear Tire, Continental, JD Power and Associates, Infineon Technologies, KPMG, Kurtz Holding, Sartorius AG, Villeroy & Boch, CITGO Oil, VDMA, Körber AG, Haniel and the Technical University of Munich, etc.

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