



## Anja Henke

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BUSINESS EXCELLENCE

Training · Coaching · Consulting

### Profession

MBA, University of Münster/ Westphalia

Self-employed AH BUSINESS EXCELLENCE since 1997

### Languages

German, English

### Award

Trainerin des Jahres 2020, Rhetorik-Akademie, Tübingen

### Author Theodor Dierk Petzold & Anja Henke

Motivation – Essentials for success (book and ebook)

### Training - Coaching - Consulting

- Selected qualifications/ certificats in:
  - Business Coach, Psychologische Management Beratung, Osnabrück
  - Psychology and leadership, Prof. Dr. Werner Correll
  - Rhetoric and negotiation strategies, Rolf Ruhleder, Bad Harzburg
  - Systemic organizational development, Dr. Friedrich Aszländer, Würzburg
  - Mediation and supervision, Anita von Hertel, Hamburg
  - Conflictmanagement, Prof. Dr. Dr. Christa Kolodej, A-Graz
  - PSI Personality Systems Interaction-Theory, Prof. Dr. Julius Kuhl, Osnabrück
  - Person-centered conversation based on Carl Rogers
- Projects inter alia:
  - Change management and systematic organizational development in profit and non-profit-organizations
  - Management skills and human resource management, Institut for Marketing Münster, Prof. Dr. Dr. h. c. mult. Heribert Meffert
  - Leading and Empowerment for women in sports in Poland, South Africa, Tansania and Japan

### Selected content and Key note

- Optimization in sales, negotiation, leadership, relationship and organization
- Personal development
- Career coaching for professionals, executives and talents
- Team development and training
- Organizational improvement for better results
- Interface optimization and cross-departmental cooperation
- Empowerment for continuous improvement processes
- Coherence of change and excellence
- Communication and motivation
- Corporate values, attitude and mindset
- Relationship management and conflict resolution
- Dealing with resistance
- Conflict Coaching and supervision
- Personal, social and corporate resilience
- Goalsetting in different contexts
- Benefits of salutogenic orientation
- Theodor Dierk Petzold & Anja Henke: Motivation – Essentials for success (book and ebook)

### Position, experience and credentials

- Owner and managing director AH BUSINESS EXCELLENCE since 1997
- Cooperations e.g. with:
  - Akzo Nobel, ApoBank, Baltz Bochum, Baresel GmbH, Bundeswehrkrankenhaus Berlin, Bochumer Verein Verkehrstechnik GmbH, Contilia GmbH, Credit-reform Compliance Service GmbH, DMAN Deutsche Management Akademie Niedersachsen, EKO Evangelisches Krankenhaus Oberhausen, Elisabeth Krankenhaus Essen, ETL SteuerRecht GmbH, Georgsmarienhütte Akademie GmbH, Hartmannbund e.V. , Home Instead Deutschland, Institut Dr. Foerster, Köster GmbH, Landessportbund Niedersachsen, Landessportbund Nordrhein-Westfalen, MHH Medizinische Hochschule Hannover, MVZ Münster, Nebelung GmbH, Otto-von-Guericke-Universität Magdeburg, Pâtisserie Elysée GmbH Hannover, Rhetorik-Akademie Tübingen, RWW Mülheim/Ruhr, Tom Tailor Hamburg, UMG Universitätsmedizin Göttingen, Universität Bremen MINT-Programm, WNL Women's Networking Lounge e.V. für Steuerberatung in Heilberufen