



Frauke Werner
Wichmannstraße 4 / Haus 11
22607 Hamburg, Germany
Tel: +49 (0)40 / 855 00 441
E-Mail: werner@wernercoaching.de
Web: www.wernercoaching.de

Expertise

- Professional communication
- Personality development
- Conflict management
- Social skills
- Strategy development and goal management

- Training sessions and workshops
- Individual and team coaching / team development

Experience and focal points

- Target groups: professionals and managers, teams, and entrepreneurs
- Conception and implementation of custom-made measures for target groups (training sessions and team development)
- Individual and team coaching
- Work areas: professional communication, conflict management, strategies and goals, development of social skills such as understanding human nature, finding empathy, encouraging creativity in teams, and becoming skilled in facilitation and others
- Support of process changes in organizations, for example during company restructuring or a crisis
- Facilitation of in-house workshops

Educational background

- 2012 NLP teaching trainer (DVNLP [German Association for Neuro-Linguistic Programming])
- 2007 NLP trainer and consultant (Robert Dilts, University of California, Santa Cruz, USA)
- 2007 wingwave coach (Besser-Siegmund Institut, Hamburg)
- 2006 Business and management coach (Besser-Siegmund Institut, Hamburg, DVNLP/ECA [European Coaching Association])
- 2004 NLP practitioner – master practitioner (Thies Stahl, DVNLP)
- 1989 Technical college degree in business and administration (Fachoberschule Bereich Wirtschaft und Verwaltung [Technical College, Department of Business and Administration], Hamburg)
- 1988 Commercial training (Kruizenga GmbH & Co KG, Hamburg)

Other relevant education and training

- 2008 Hypno-systemic coaching and consulting (Dr. med. Gunther Schmidt, Heidelberg)
- 2010/2011 ProSa Process-oriented systemic constellation work (Dipl. Psych. Thies Stahl, Hamburg)
- 2011 Additional education in communications psychology (University of Hamburg, School of Business, Economics and Social Sciences)
- 2012 “Improvisation Theater – Techniques for Trainers and Coaches” (with actor and trainer John Hudson, Cologne)
- 2014 Mediation practice with a focus on business (Akademie Anita von Hertel, Hamburg)
- 2014 “Social Panorama – Mental Space as the Center in Coaching”, a course on perception, orientation and action planning (with social psychologist Lucas Derks, Netherlands)

About me

Hamburg is my hometown. The city's traditions are reflected in my approach to work based on a sound education, excellent skills, and professional performance. I have gained my competence as a coach and trainer at well-known institutes in Germany and other European countries and in the United States, and I continuously enhance my skills through additional training. I also have a background in business studies and many years of experience as a supervisor in finance management and project monitoring in the IT sector.

Since 2003, I have been helping people identify and reinforce their own potential and apply newly learned skills successfully to meet professional and personal challenges.

I work specifically on finding solutions and generating enthusiasm for objectives that have been agreed upon beforehand to support individuals and teams in training or coaching sessions, thereby helping them to develop new solutions, learn alternative behaviours and achieve goals on their own.

In my work I focus on achieving sustainable results that enable my clients to be successful in everyday life in the long run. Learning to efficiently manage goals and conflicts as well as identify and strengthen personal potential is just as important as applying a practical approach to make sure newly gained skills are transferred to and used in everyday life.

Professional experience

I have had 15 years of management experience in the IT sector with a special focus on supervising financial management and project monitoring, human resources, and general administration.

My responsibilities in these areas meant that I was actively involved in organizational development and process changes that included:

- restructuring in the context of a company merger within a group.
- preparing an IPO.
- restructuring after the sale of a business.
- preparing and implementing a reorganization plan.