

Dr. Lothar Gutjahr  
Dipl. Political Science

Self employed coach, trainer and mediator

Quality Auditor – ISO 9000 (TÜV, Hamburg)

Certified Mediator (BM), ProvoCoach®



## Professional Background

since January 2003	Co-owner and coach for Konzepte GmbH (Königswinter, <a href="http://www.Konzepte.com">www.Konzepte.com</a> )
Summer term 2003	Guest Lecturer at the University of Bremen (Mediation)
since 1996	Self employed coach, trainer and mediator (Gutjahr & Partner since 1998)
August 1997 – April 2003	Director of Studies, Quality Manager and senior trainer at YES Your English Services, Hamburg
Winter term 1996	Guest Lecturer at the University of Hamburg (Mediation)
1993 / 1996	Consultant for politicians of the Hamburg parliament (“Bürgerschaft”)
June 1993	Doctorate from the University of Hamburg, Germany
1992 / 1993	Visiting Researcher at the Department of Peace Studies, University of Bradford, UK
August / October 1991	Visiting Researcher at the International Institute for Strategic Studies in London, UK
January / May 1991	Guest Lecturer at Colgate University, New York and Visiting Researcher at the Center for Defense Journalism, Boston University, USA
March / June 1990	Participant in the pilot of the European University Center for Peace Studies, Burg Schlaining and Vienna, Austria
1989 / 1992	Assistant researcher at the Institute for Peace Research and Security Policy (IFSH), Hamburg, Germany (Scholarship of the Volkswagen Foundation)
since 1982	Trainer for communication, mediator and English teacher (sparetime engagement)

## Core Competencies

Negotiations	Ghost negotiator, negotiation coaching particularly during international negotiations
Projects	External project leadership, coaching for project managers, project management
Intercultural situations	Leading international and/or virtual teams
Coaching	Strategy, managing change management, process management, personal growth
Languages	German and English (native speaker); French and Dutch (basic)

## Educational Background

November 1989	Diploma, University of Hamburg, Germany
1987 / 1989	Studies of Political Science, English and History, University of Hamburg, Germany
1985 / 1986	Studies of History and Political Science at Newcastle Polytechnic, UK
1982 / 1985	Studies of Social Science, History and English at the University of Oldenburg, Germany
1981 / 1982	Internship at Riverside Church, New York, USA
1979	“Abitur”, Gymnasium Horkesgath, Krefeld, Germany

## Additional Professional Education

2010	Negotiations at the brink, Part II (Schranner Institute, Zürich)
2009	Intercultural coaching after Geert Hofstede (ITIM, Bonn)
2007	Negotiations at the brink, Part I (Schranner Institute, Zürich)
2006	Techniques of Improvisation Theatre for Trainers
2005	Instructor for mediators (Certificate of the National Union of of Business Mediators - BMWA)
2004	Licence to conduct DISG® tests, seminars and coaching
2003	Quality Auditor – ISO 9000 (TÜV, Hamburg)
2003	Systemic Consulting in organisations (König & Volmer, Paderborn)
2002	Provocative Therapy (certificate of Deutsches Institut für Provokative Therapie, Munich)
2000	Personality training (Team Dr. Rosenkranz, Munich)
1999	Theatre therapy (Gestalt Institute, Hamburg)
1998	Psychodrama (Psychological practice, Karin Peterson, Hamburg)
1997	Humanist Psychology (University of Hamburg)
1996	NLP (Landesinstitut für Lehrerbildung, Hamburg)
1981	Mediator training; certified in Germany as “Mediator (BM)” [200 hours]

Hamburg, 23<sup>rd</sup> May 2011



*Lothar Gutjahr (Ph.D.)*