

DIPL. OEC. HEIKO KIESER



Intuitive Analysis and Decision Making Methods

Basing decisions on rational choices is sometimes very difficult, especially when some of the pertinent parameters are unclear. Normally all pros and cons have already been evaluated extensively but there appears to be no satisfactory solution for the problem at hand. In such cases intuitive analysis and decision making methods provide excellent solutions. Additionally, intuitive methods can help to expand the focus on a rational solution in seemingly obvious situations and can thus help to optimize the chosen strategy. Often you will also find an alternative approach not previously considered that is actually more conducive to achieving the established goal. These methods are suitable to all facets of a company, be it in human resources administration and management, analysis of production problems, labor negotiations, sales and marketing on in general strategic planning or tactical considerations.

Beyond the area of problem analysis intuitive methods have enormous potential to improve your personal development, be it in the area of overcoming a weakness, calming your nerves, achieving equanimity in conflict situations, modify sub-optimal behavior patterns or increasing self confidence. These techniques are applicable on short notice.

The combination of my background in economics (graduate degree in business administration and economics) and multi-year experience in applying intuitive methods in daily project work will enable you to role-play through various business scenarios with greater ease and efficiency and to evaluate them unerringly.

Seminars for Multiple Participants

The methods taught in my seminar are both understandable and replicable. The seminar imparts practical methods for intuitive problem analysis and decision making to all attendees. It will enable each participant to make the right decision with much greater ease. Upon request, we can also address real-time problem situations attendees currently face.

With different methods of instruction and media, holistic learning is realized. The main focus of the seminar is on communicating the techniques, especially the active implementation of the newly acquired knowledge. The attendees obtain a summary as lecture notes and, of course, we respond individually to the interests of the group.

Coaching & Consulting

In a customized one-on-one consultation, we jointly analyze the current situation and then identify suitable options for a resolution. Upon request, I will share my knowledge of replicable techniques the client may then use on his or her own.

Projects & Implementation

When it comes to implementation of solutions, I will gladly support you in the organizational sequencing of action steps, providing both practical knowledge and intuitive.

Languages

All services are available in English and German.

DIPL. OEC HEIKO KIESER

Study of business administration and economics at the University of Augsburg.



Wide experience as project leader since 1991.

Systemic consultant of organisations including the areas Geomancy and Kinesiology, Aikido trainer.

Languages: English, German

LEARN HOW ...

- + to make quick and reliable long-sighted decisions even when the surrounding, outstanding parameters are unclear.
- + to expanded your focus and to discover alternative solution and strategies.
- + to develop a good solution in apparently insolvable situations.
- + to easily find win-win solutions for the satisfaction of all parties.
- + to uncover a potential for conflict at an early stage and to trust your instincts.
- + to ascertain the negotiating position of the other parties.

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