



BORIS A. CARL

- Coachville, Thomas Leonard School of Coaching, USA
- Behavioural and Values Analysis, Success Insights International, USA
- Global Executive Coaching, Academia Global Executive Coach Training Institute, USA
- NLP Practitioner, American Board of NLP, USA
- High Performance Coaching, Performance Unlimited, UK
- Team Diagnostic, Team Coaching International, USA
- Hogan Personality Assessments, Hogan, USA

Areas of Expertise

• **Global Executive & Leadership Coaching:**

Leadership Coaching, Soft Skills & Interpersonal Communication, Coaching Skills for Executives, Personality Assessments and 360 Degree Feedback

• **Strategy & Business Development:**

Developing Vision, Strategies, Tactics and Business Plans

• **Cross-Cultural Coaching:**

Cross-Cultural Communication, Leading Multi-Cultural and Virtual Teams, Expatriate Coaching including Pre-Departure Coaching, Coaching During Assignments and Re-integration / Repatriation Coaching, and Assessments of Candidates for International Assignments

• **Self & Time Management:**

Development of Effective Working Habits, Development of an Efficient Time Management System, Improvement of Quality of Team Meetings, Development of Realistic Time Frames for Business Projects

• **Japan & USA Business Coaching:**

Developing Market Entry Strategies, Coaching of Expatriate Staff in Japan or America, Support with Business Communication, Preparation for Business Trips and Meetings in Japan and the United States

Philosophy

Coaching is the only form of executive development that guarantees sustainable results. Coaches believe that the coachee already has all the resources necessary to succeed and therefore support the clients to realize their potential by asking challenging questions, acting as sounding board and sparring partner to business executives who are ready to take their performance to the next level.

Recent Coaching Projects

- Coaching of an executive of an international bank for 12 months on leadership, global business development, interpersonal & intercultural communication in Frankfurt, Germany; as a result of the coaching the executive was promoted to a senior executive position within the bank
- Coaching of a team of 5 senior R&D executives in Germany, Switzerland and Japan of a globally active pharmaceutical company during a 6 months leadership development program
- Coaching of a department head of an engineering firm for 4 months during the start of an expatriate assignment including the relocation from Germany to France and the transition into a new leadership position; the client was coached on team building, intercultural communication, expatriate life and life balance

Corporate & Management Experience

Boris is a global executive coach based in Frankfurt, Germany. During his career in international business on three continents, he successfully established several firms in the United States and Japan in the local markets. As a business executive, he has served as General Manager & EVP of an IT company in the United States, as Managing Partner of a company specializing in cross-cultural training and as Managing Director of an international business consulting firm in Japan.

As a pioneer in his field, he was one of the first executive coaches in Asia. In one-to-one coaching he works with members of the executive management teams (member of the board, MD, D, SVP) of globally active firms. Over the past 10 years, he has worked with clients from more than a dozen different countries. Among his clients are some of the world's largest banks, automobile manufacturers, health care companies and sporting goods producers.

Boris was educated in Germany and the United States and has degrees in international trade and business administration. He has been trained at some of the leading coaching schools in the US and the UK. As a member of the International Coach Federation (ICF) and the Asia Pacific Alliance of Coaches (APAC), he actively promotes the quality and ethical standards of his profession. Boris is fluent in English, German and Japanese and works with his clients either in person or over the phone.

Committed to the highest standards of ethics and quality in coaching, the relationships with his clients are based on concreteness, empathy, honesty and mutual respect.