



# Walter Schwarz

## Business Profile

- 15 years in business
- 384 completed projects
- 8 years in organizational development
- 150 repeat orders, NPS – 9.4



## Walter Schwarz

- Consultant on building cross-cultural communication
- Expert in International Management
- Business coach
- Moderator of strategic sessions

### Key Competencies:

Closing the communication gap between employees, customers and partners within multinational corporations

**Languages:** English, German and Russian



[Watch Video \(RU\)](#)

## Specialist in

- Cross-cultural communication
- Building business models according to A. Osterwalder
- Process Management
- Negotiations in B2B
- Team building activities
- Customer-first process approach
- Training and design of business processes
- Corporate culture (from development to implementation at the process level)
- Strategic and organizational sessions

## Experience

### In business



## Education

### Core

**2013** University of St. Andrews, St. Andrews, United Kingdom International Business (Entrepreneurship)

### Additional (courses, trainings)

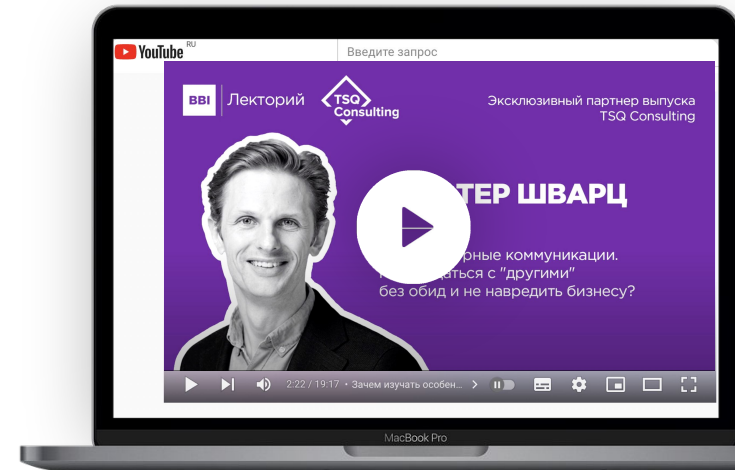
- **2017 г.** Master Practitioner of NLP, NLP Center in Berlin, Berlin, Germany
- **2014 г.** Master class on business model generation, Alexander Osterwalder Berlin, Germany
- **2013 г.** E.ON Early Talent Leadership Program Hannover, Düsseldorf, Berlin, Germany

## Authored

**Co-author of the course [TSQ Online](#):** Well-being: building resilience and well-being

## Media

**Speaker of the BBI lecture hall**, an aggregator of lectures from the world's best business schools and world-class experts





# Projects Implemented

*WhiteProduct®*

## White Product

Strategic session on values in a hybrid format (face-to-face and online) within the framework of the project "Express audit and adjustment of the selection and adaptation function"



## Crowne Plaza

Team building: improving the socio-psychological level of secondary vocational education, face-to-face sessions



## Devexperts

Program for the development of negotiation skills in projects for analysts and project managers, online sessions



## Group IB

Leadership Development Project (Conflict Management Module)



## Semrush

Cross-cultural communications, online session



## Alidi

Personal Development Project (Emotional Intelligence Module)



## Germes Group

Conducting a strategy session



## Innopolis University

Change Management, Team Session



# Projects Implemented



## Eon Business Services

- Consulting on internal processes in the Eon Business Services group: creation of the concept, implementation of the center of excellence in the field of creating and optimizing processes focused on interaction with the client
- Maintaining a decision-making committee at the middle level of management, optimizing processes between departments and companies



## Eon IT

Concept creating and implementing of an HR expatriate program, define, train and implement the foundation of cross-cultural intelligence in practice



## Eon

Organization of an accelerator and workshops on digitalization of energy services



## WeConect Global Leaders GmbH

- Responsibility for the full business development cycle of transactions for IT solution providers at B2B conferences in the digitalization industry
- - Conducting team seminars in the field of customer service and negotiations



## myTeamConnector

- Integration of the PWA project, Progressive Web Apps, new customers, SMEs, focus on understanding customer needs and transforming them into a technical solution
- Strategic session on entering the Russian market



# Accomplished projects



**Azimut Hotels**  
 Multigenerational Communication Training,  
 Online Executive Development Program



**Time Buzzer**  
 Advising on the creation of a business  
 model for the company



**Rostelecom**  
 Director Development Program "Business  
 Thinking according to A. Osterwalder", online  
 sessions.

Resilience for press secretaries

**Outcomes:**

- Participants learned how to effectively support themselves in the face of change, multitasking and stress
- Received algorithms for implementing best practices to increase their resilience
- Learned how to build and maintain a resource state

[SI-MODULAR]

**SI-MODULAR**  
 Strategic workshop on adapting the  
 German business model to enter the  
 Russian market with Business Model  
 Canvas



# Accomplished projects

NDA

Large transport Logistics company

## Business simulation for team engagement

### Project results:

- A scenario of a business game has been developed taking into account the wishes of the Customer Leaders and teams underwent a joint business simulation to unite and prevent team defects

ORDER PROJECT

CASES

SEE MORE CLIENTS

NDA

A major cement producer

## Team building for the procurement service

Creation of common values and norms of behavior, development of initiatives and agreements for optimal interaction in the future

NDA

Oilfield services company

## Change Management, Team Session with IT unit

Creating common arrangements for optimal interaction, change management training





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# TSQ Consulting

