

## Areas of Expertise

Neuro Linguistic Programming (NLP)  
Timeline Therapy™ Techniques  
Executive and Leadership Coaching  
Business Coaching  
Life and Personal Coaching  
Advanced Communication and  
Influencing Skills

## Industry Experience

HR Consulting and Change  
Management  
Market Research -  
Telecommunications and FMCG  
Project Planning and Execution

## Functional Experience

Leadership Engagement  
Performance Acceleration  
Customer Orientation  
Employee Engagement  
Project Management  
Cultural Diversity  
Motivation  
Communication

## Certifications

NLP Trainer, accredited by the  
American Board of NLP (ABNLP)  
Trainer of Timeline Therapy™,  
accredited by the Time Line  
Therapy™ Association  
Certified Language and Behavior  
Profile (LAB) "Words That Change  
Minds" Trainer and Coach  
Certified Trainer by the Malaysian  
Institute of Management (MIM)  
Certified Hypnotherapist

## Education

Johann Wolfgang Goethe University  
in Frankfurt/ Germany Degree in  
Economic and Social Geography,  
Economics and Politics

## Others

Our Training is recognised by the  
Malaysian Human Resource  
Development Fund (HRDF)

# About the Workshop Leader Andreas Dorn

## Professional Summary



### Contact Details

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Andreas, is a director of Asia Mind Dynamics, and a Trainer, Business and Life Coach, and Speaker. He trains and coaches with Neuro Linguistic Programming (NLP), TimeLine Therapy™ Techniques, the Language and Behavior Profile (LAB), Hypnotherapy, and the Enneagram.

These processes allow Andreas to gain deep insights into human and organisational identities, values and beliefs and behaviours and create long-lasting change interventions.


Andreas lives the passion to instil performance excellence in individuals and organisations to make their dreams and aspirations come true. His objective is to see individuals and organisations transform to their own unique magnificence.

Of note is Andreas' varied and wide cultural knowledge, having lived and worked in Indonesia, Malaysia and Singapore for the past 14 years with multinational and governmental organisations. This experience allows Andreas to bridge the diversity of Western and Asian culture and, with great understanding and patience, to bring to fruit the best of both worlds.

His range of working experience extends from working with UNDP at the Prime Minister's Department in Malaysia, assisting the government of Malaysia in developing a National Spatial Development Plan.

He worked with Hewitt Associates, a HR Consulting Firm where he, amongst others, participated in the Best Employers in Asia Studies. This study attempts to identify characteristics of what distinguishes a Best Employer from Other Companies.

Recently, with a European market research firm called TNS, he led a team of 6 executives in a global tracking project for a leading supplier of mobile phones. This project, valued at US\$4.5 million, covers 16 countries across the globe and is crucial to the growing market strength of the client. Under Andreas' leadership, the profit margin of this project increased from 0.2% to 6.5% in 15 months, the project team's engagement- and motivation level increased, and they became increasingly aligned with client and overseas contact points for operational efficiency.



He is also frequently invited to speak in conferences of leading Asian Leadership Institutes on human resources-, strategy- and leadership issues.

His training are recognised by the Malaysian Human Resource Development Fund or **HRDF**.