



## WIEBKE KOCH

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## Education

- ▶ B.A. (Hons) Business Administration, FH Osnabrück (Sept 1994-Jan 1997)
- ▶ Apprenticeship Office Management, Eckhardt Landmaschinen GmbH & Co KG (Sept 1992-Jul 1994)
- ▶ Studies of Pedagogics (Russian & German Language/Literature), PH Erfurt (Sept 1988-Jun 1992)

## Competency Profile

- ▶ Core Services & Fields: Coaching; Facilitating; Training; Process Design & Architecture; Impact Consulting; Graphic Recording; Visual Facilitation for beyond-profit enterprises
- ▶ Core Competencies:
  - \* Business Planning and Impact Strategies (*Wirkungskette/Theory of Change*) for social innovators, changemakers and start-ups
  - \* Designing and implementing innovative and interactive learning formats for knowledge transfer using tools such as Theory U/Presencing, World Cafe, Open Space, Success Teams, Stakeholder Dialogue, Art of Hosting, Dragon Dreaming, Design Thinking, Business Model Canvas, Visual Thinking, etc
  - \* Designing and facilitating agile start-up processes, e.g. Pitch Events and Startup Weekends, leading Success Teams and Peer-to-Peer-Mentorings, Summer Camps for changemakers (NomadsHub), etc.
  - \* Fundraising, Sponsorship, and Crowdfunding Strategies
  - \* (Co-)founding social enterprises and NGO's, networks and communities of practice (examples see "Excerpt Career History")
  - \* Strategic Illustration, Visual Facilitation and Graphic Recording for and of ideation, business planning and coaching processes, meetings and conferences
- ▶ Very good computer skills (Apple/Mac; PC)
- ▶ Languages
  - \* German (mother tongue)
  - \* English (main language used at work; fluent in writing and speaking)
  - \* Spanish (2nd language used at work; negotiate, lead and facilitate in Spanish)
  - \* Russian (intermediate level)
  - \* Hindi (beginner)

## Other Qualifications, Trainings & Fellowships

- ▶ Certificate *U.Lab: Transforming Business, Society, and Self*, MIT (2015)
- ▶ *Graphic Recording* (2012) and *Visual Facilitating Level 1.1* (2011), Kommunikationslotsen)
- ▶ Trainer *Project Design with Dragon Dreaming* (Jan 2012)
- ▶ Fellow *BMW Foundation* since 2009 (World Young Leaders Forum Mumbai 2009)
- ▶ Facilitator *Art of Hosting* (2007)
- ▶ Certified Coach *Kompetenzenbilanz* (2007)
- ▶ Certified *Vision Coach / Case Manager DVCV / Vermittlungskoach* IHK (2006)
- ▶ Oxford Leadership Academy *Preparing Leaders for Turbulent Times* (2004)
- ▶ Certified *Team Coach* (2004), *Meta Coach* (2002) and Trainer *Neuro-Semantics* (2002), International Meta Coach Foundation

# Excerpt Career History & Clients

SINCE 02/2002

SELF-EMPLOYED COACH, TRAINER & FACILITATOR

- ▶ Consulting [Canopus Foundation](#) on investments and partnerships, e.g. for the foundation of an Institute of Ethics in Capitalism, the investment in Humboldt-Viadrina Governance Platform, or the evaluation of their own impact
- ▶ Virtual coaching and evaluating of all project-related assignments of *Master of Public Policy* students at [European University Viadrina Frankfurt](#) (until 06/2014 led by [Humboldt-Viadrina School of Governance](#) Berlin)
- ▶ Concept and implementation of student evaluation process for the *Master of Public Policy* at [Humboldt-Viadrina School of Governance](#), Berlin (2011-2012)
- ▶ Design and deliver coaching programs, trainings and workshops, e.g.
  - \* Coaching Ashoka [Program for Engagement with Perspective](#) fellows since 2014
  - \* Business Coach of Journey 4, [Climate-KIC Summer School 2014](#)
  - \* Capacitating a municipality team in project design/facilitation for climate change, Municipality of Cojimar, Province La Havana/Cuba (2014)
  - \* [StartSocial](#) Coach at business plan competition, Berlin, 2013-2014
  - \* Teaching Strategic Management, Social Entrepreneurship, Project Management and Soft Skills at [Humboldt-Viadrina School of Governance](#), [International Business School Berlin](#) (2004-2009), [EBC Hochschule](#) Hamburg and Berlin (2005-2010)
  - \* Coaching, facilitating and training [Unltd. Tamil Nadu](#) investees in the international community/eco village [Auroville](#), Tamil Nadu/India (2011-2013)
  - \* Assisting with [Journeys for Change](#), Tamil Nadu/India (2013)
  - \* [Visual thinking workshops for changemakers](#) in India and Germany since 2013
  - \* Executive Coaching, e.g. [3CCCs](#) and [I2I Executive Coaching](#), UK (2004-2005)
  - \* Mentoring/training teams [BruttoSozialPreis](#), [University of Arts Berlin](#) (2006/07)
  - \* Start-up Coach at training program [Entrepreneurship in the knowledge society](#), [Freie Universität Berlin](#) (2004/05)
- ▶ (Co-)founded social enterprises, NGOs and other impact-oriented initiatives, e.g.
  - \* [vizthink Berlin](#) (since 2014)
  - \* [NomadsHub](#), India/Spain (since 2012)
  - \* [Unltd. Tamil Nadu/Hub Auroville](#), India (2011-2013)
  - \* [the glass half full](#), India (2010-2011)
  - \* self (Social Entrepreneurship & Leadership Foundation), Berlin (2004-10)
  - \* HUB Berlin, now [Impact Hub Berlin](#) (2008-2010)
  - \* One Umbrella, now [FareShare Australia](#), Melbourne, Australia (2000-03)
- ▶ Graphic recording and visual facilitation of conferences for clients like [Canopus Foundation](#), [Humboldt-Viadrina Governance Platform](#), [BMW Stiftung Herbert-Quandt](#), [PEP Wirkungsschmiede/Ashoka](#), [Engagement Global](#), [Slow Food Germany](#), [Summer of Soil Forum Sweden](#), [BBA Campus](#), [Tamera International Education Symposium](#), City Council of [Auroville](#) (since 2012)

05/2000 – 02/2002

DIRECTOR STRATEGIC PLANNING [VISION AUSTRALIA FOUNDATION](#) MELBOURNE, AUSTRALIA

03/1998 – 04/2000

MANAGING DIRECTOR TELEPHONY AUSTRALIA, MELBOURNE, AUSTRALIA

01/1998 – 10/1998

ASSISTANT CAUSE-MARKETING MANAGER,  
[AUSTRALIAN RED CROSS VICTORIA](#), MELBOURNE, AUSTRALIA

03/1997 – 11/1997

ASSISTANT MANAGING DIRECTOR,  
[INSTITUTO INTERCULTURAL MENDOZA](#), ARGENTINA