

AGI Academy Profile

2020



German-Iraqi
Management Training Academy
Build. Your human capital. Now.

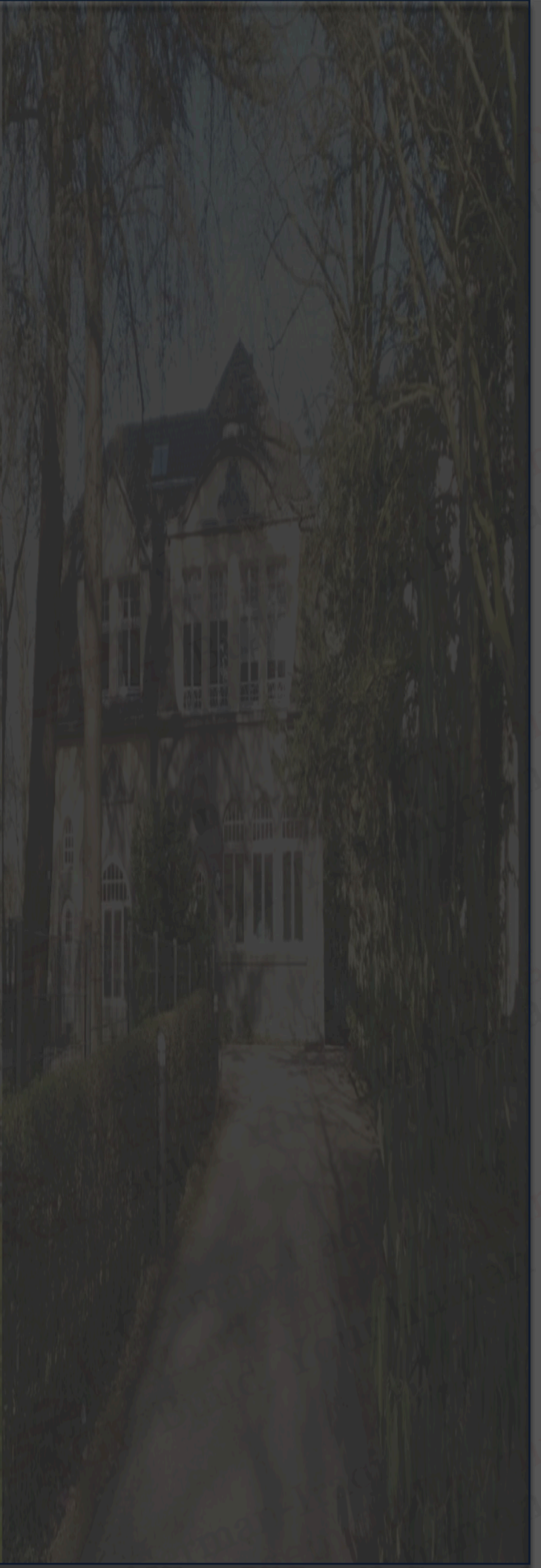




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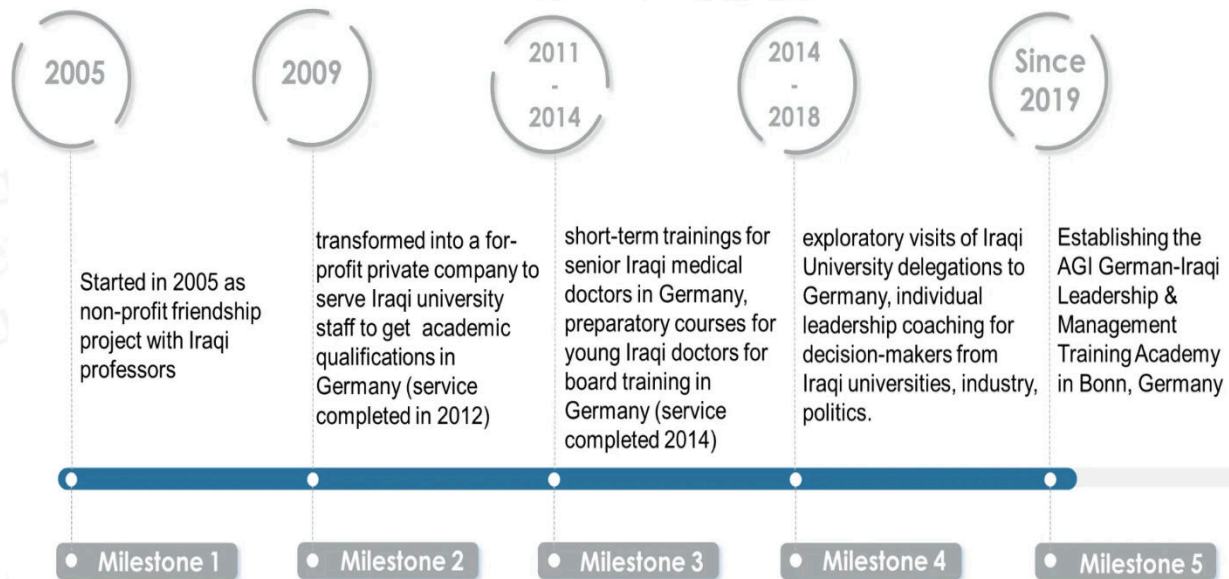
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AGI Company History



AGI Mission & Vision

Mission: We provide leadership and management trainings for Iraqi decision-makers to become the best they can be and lead their institutions to success.

Vision: To inspire the Iraqis to create the human capital in each institution toward building Iraq

AGI Purpose

We help Iraqi institutions to build their human capital: good leaders, competent managers, qualified & motivated staff, effective & efficient systems of internal operations, and innovative business models

AGI Guiding Principles

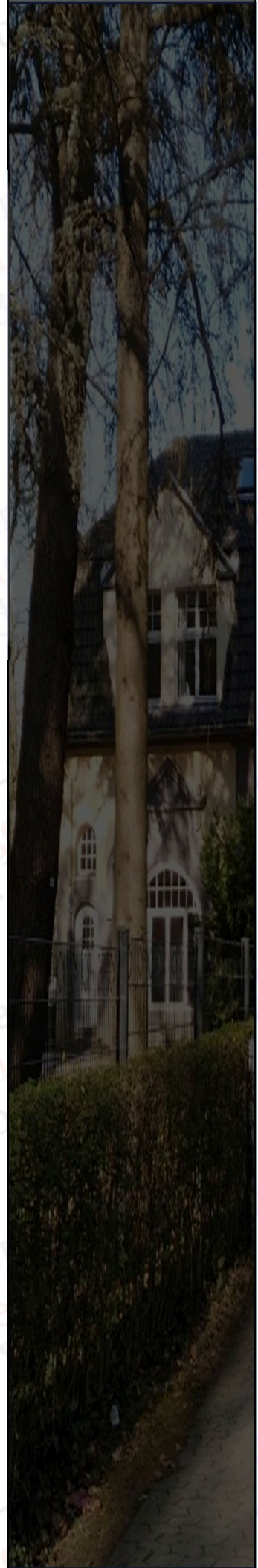
First build the people, then the people will (re)build the institutions, universities, companies and the country.

AGI Values

Quality of the service, Honesty, clarity, Trust, Commitment till goals reaching, and Confidentiality.

Who are AGI Clients?

AGI clients are decision-makers, who are seriously devoted to their personal development and actively strive to advance their institutions. They are willing to invest in training and consultancy, because they understand that professional leadership skills and solid management methods are essential to make big plans come true.



AGI training, coaching and consultancy approach:

- Our work is based on acknowledged and success-proven practical methods of leadership & management sciences. They are used by successful companies world-wide.
- We carefully select the most suitable methods and tools for our Iraqi clients. Then we customize them exactly to suit their needs and real-life scenarios.
- Our trainings, coaching and consultancy is practical, interactive and outcome-oriented.
- We value the time of busy leaders and deliver our services according to their tight schedules.
- We don't advertise our AGI services, because satisfied clients refer us to their colleagues and friends and come back for many years.

AGI Company Assets

- Long-term experience in international higher education management, human resources & organisational development consultancy.
- Insight into several Executive Leadership and Management Education institutions.
- Full-time Iraqi staff in Germany with in-depth knowledge about MoHESR rules & regulations and private sector experiences
- Trustful, reliable, long-term network of University members in Iraq
- Connected to Iraqi private sector networks: Iraqi Federation of Industries, Iraqi National Business Council, several chamber of Commerces, etc.
- Member of the German-Iraqi business community
- In-depth understanding of Iraqi personal and business mentality
- Professional analysis of Iraqi leadership and management style and its strengths and weaknesses for (international) business development – ready to use for customized leadership trainings
- Professionalism, honesty, reliability and client satisfaction is our biggest asset and secret of success in 15 years dealing with Iraqis.
- AGI representative office building is a fully equipped villa with all the training facilities
- Position of AGI building in a centralized area of Bad Godesberg 300m from railway station, 5 minutes by train from Bonn (the former political capital of west Germany), surrounded by many important organizations like DAAD, GIZ, Bonn University, and national German association of university professors.

AGI Academy Staff



Dr. Katja Petereit: Expert in Human Resource development, her experience dealing with Iraq is 15 years long. The founder and coordinator of AGI academy. Worked on a lot of training, consultancy, and development projects varied from industrial and higher education, along of rich and rigid scientific research experience. Her journey with human resource development, leadership and managerial training is over 25 years.



Dr. Ahmed Hassan: AGI – Academy sales expert, known for capabilities of transferring smoothly in multicultural environment, analytical capabilities, speaks three languages Arabic, English, and German, Highly experienced in Iraqi higher educational environment for 12 years.



Tanja Machmuller: Highly experienced member of AGI team, known for commitment and discipline, well experienced in office management for about 15 years, speaks different languages fluently.



Murtadha Al-Khafaji: The program manager of AGI academy project, long experienced in higher education in Iraq for 18 years, analytical and in-depth capabilities, good experienced in multicultural environment, along with IT skills, speaks two languages Arabic, English, and good German.

AGI Company Achievements

Training:

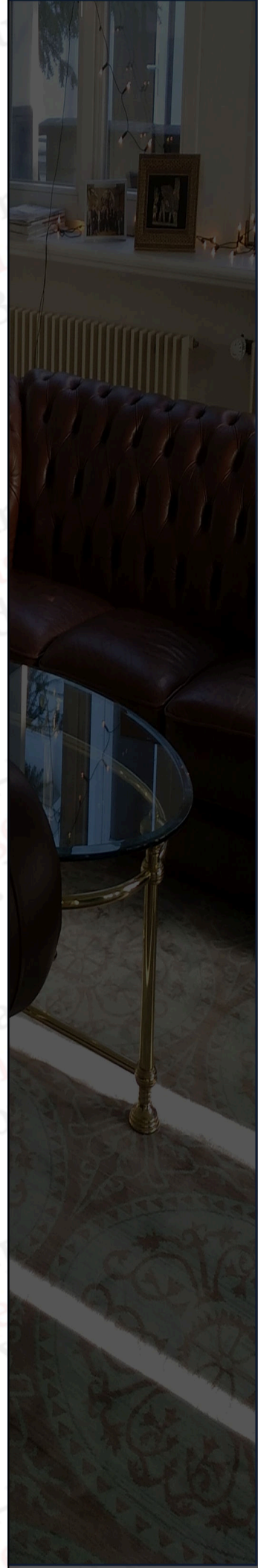
- Arranging and conducting training for Iraqi scientists, medical doctors and professionals in Germany
- Trained Iraqi university executives on how to establish research cooperation with German universities
- Host company and ex post-evaluator in the 'Iraq-Horizon' industry training programme of the German Chamber of Commerce, Ministry of Foreign Affairs and Goethe Institute
- Intercultural trainer at DAAD Iraqi scholarship holder orientation
- 6 batches of one-year-duration preparatory courses for Iraqi junior doctors for medical board training (Facharztweiterbildung) at German hospitals
- Industry leadership and technical training
- The AGI Enterprise Services provides professional management and hands-on technical trainings for Iraqi industry staff at expert and executive level in Germany.

Planning, Studies, & Surveys:

- Developed an enhanced German-Iraqi scholarship program scheme
- Conducted preliminary DAAD-study on establishing a German-Iraqi University collected data-base of 400+ Iraqi experts working in Germany, willing to contribute to German-Iraqi University (2009)
- The AGI Higher Education Consultancy Service offers master planning of university internationalization and scholarship programmes to Iraqi universities
- MoHESR scholarship program evaluation and draft re-design with focus on re-integration and learning-transfer for Iraqi university development
- DAAD feasibility study on German-Iraqi university
- Draft design and pilot-testing for a blended e-learning system for higher education management & quality assurance training program for Iraqi university management
- Nationwide Questionnaire survey of Iraqi scientists and professionals living in Germany regarding skills & motivation to contribute to future German-Iraqi cooperation projects university for DAAD
- Database composition of 400+ Iraqi scientists and academic professionals living and working as private sector experts in high-qualified jobs in Germany or Iraq suited to contribute to the future establishment of a German-Iraqi university, who can be activated as experienced trainers and consultants.

Executive Coaching, Consultancy & Guiding:

- Coaching for Iraqi public sector and industry leaders on HR- and organisational development
- Executive coaching for Iraqi company development (Business model innovation, HR & organizational development, leadership)
- Coaching Iraqi experts to establish working relations with German institutions
- Consulting Iraqi companies to transform operations according to quality management norms ISO 9001:2015
- Counselling of Iraqi academics and medical doctors from Iraq to obtain academic and medical training in Germany
- Coached Executives of Iraqi University how to modernize existing university programs (results-oriented curriculum redesign, modern teaching methods, career counseling for students, industry applied research, etc.)
- More than 350 Iraqi university staff (professors, postgraduate students, lecturers, researchers), industry professionals, and medical doctors (juniors, and seniors) guided to admission at German universities &/ field related expert training & higher education management)
- 4-week intensive Executive leadership training for with head of culture and missions of Iraqi universities of Diyala University
- DAAD cooperation partner: Placement for DAAD Ibn Khaldoun, BaghdadDAAD and KurdDAAD scholarship holders
- University placement counselling for Iraqi-Kurdish scholarship students of the KurdDAAD programme
- > 100+ short-term clinical attachments for senior Iraqi specialist doctors at German hospitals
- Advisor of German government higher education institutions and scholarship organisations on setting up and conducting impact & employability-oriented international scholarship programmes (see attached list of projects)
- Moderator of German-Iraqi government network conference for university professors
- Consultancy for Iraqi company representatives to establish business relations with German companies
- Coaching and consulting Iraqi executives in leadership tasks & institutional development projects
- Individual coaching of Iraqi decision-makers on personal leadership development and managerial skills how to develop their staff, system and business in Iraq.



Exploratory:

- Academic exploratory trips for Iraqi scientists to German universities, "Introduction to German higher education system"
- 10+ exploratory group training trips for Iraqi professors to German universities and research institutions
- Organizing and conducting market exploration and business partnerships for German companies in Iraq
- exploratory trips and business development for German companies in Iraq

AGI Networks:

- Reliable personal network of >100 highly qualified Arabic and Kurdish academics, medical doctors, professionals in Iraq & Germany, Data bank of >1000 contacts in Iraqi academia & medical environment
- German-Iraqi business relationship establishment



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