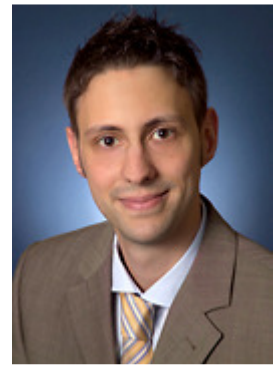


# Curriculum Vitae

## Personal Data

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**Surname, first name:** Potzner, Andreas Marcus  
**Address:** Kastellstraße 1; 65183 Wiesbaden; Germany  
**Telephone:** + 49 (0) 611/ 532 42 57  
**Mobil:** + 49 (0) 175/ 590 55 40  
**Date of birth:** 08.09.1978  
**Place of birth:** Hanau; Germany  
**Marital status:** single  
**Email:** [a.potzner.ebs@supplyinstitute.org](mailto:a.potzner.ebs@supplyinstitute.org)



## Education

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- since 10/04 **European Business School (ebs) International University Schloß Reichartshausen, Oestrich-Winkel (Germany)**  
Postgraduate Assistant to the SVI-Endowed Chair of Purchasing, Logistics and Supply Chain Management, Supply Management Institute (SMI)  
Strive for the degree: Dr. rer. pol. (April 2007)
- 10/99 - 05/04 **Johann Wolfgang Goethe-University, Frankfurt (Germany)**  
Degree in Business Administration (Diplom-Kaufmann)  
Majors: Supply Chain Management & Marketing, Business Informatics  
Grade: 1.8 (passed with distinction)  
Grade of diploma theses: 1.0
- 08/89 - 06/98 **Kopernikusschule, Freigericht (Germany)**  
A-levels (high school graduation)  
Grade: 2.2

## Research Focuses / Title of Dissertation

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- Focuses Innovation management, Supply chain management, Aviation industry
- Title Innovation Management along the Supply Chain of the European Aviation Industry

## Teaching

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- since 03/06 **Innovations along the Supply Chain**  
Lecture
- 03/05 - 06/05 **Logistics & Supply Chain Management**  
Case Studies
- 03/05 - 06/05 **Innovation management**  
Seminar papers

## Publications

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- 10/05 **Jahns, Ch. and Potzner, A.: Innovationskooperationen in der Supply Chain.**  
In: Blickpunkt Einkauf & Logistik, Forum Gelb GmbH, October 2005.
- 09/05 **Jahns, Ch. and Potzner, A.: Woher kommt eigentlich der Begriff Supply Chain Event Management?**  
In: News und Trendletter Logistik, Forum Gelb GmbH, Vol. 3, 2005.
- 07/05 **Potzner, A.: Woher kommt eigentlich der Begriff Bullwhip-Effekt?**  
In: News und Trendletter Logistik, Forum Gelb GmbH, Vol. 2, 2005.

## Research in Progress

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- Summer 06     **Jahns, Ch.; Darkow, I.-L. and Potzner, A.: The European Aviation Industry: A Literature Review.**  
In: Not defined yet.
- Summer 06     **Darkow, I.-L.; Walter, St. and Potzner, A.: Logistics Management: A European Approach.**  
In: Journal of Production Economics.
- Fall 06         **Darkow, I.-L. and Potzner, A.: Innovation Management in the Supply Chain: Co-operations for Success.**  
In: Faure, C.; Gleich, R. and Darkow, I. (Eds.): Innovation Management in Global Networks: A Challenge and Chance for Top-Management.

## Continuing Education / Seminars

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- 10/05 - 12/05     **European Business School, Oestrich-Winkel (Germany)**  
Coaching-Program
- 10/05             **Bundesvereinigung Logistik, Berlin (Germany)**  
Workshop for doctoral candidates
- 05/05 - 03/06     **European Business School, Oestrich-Winkel (Germany)**  
Doctoral seminars in Empirical Research Methods, Theories of Science, Questionnaire Designs, Case Study Research, Regression Analysis, Cluster Analysis
- 03/03             **Seminar for Logistics and Traffic Management at Johann Wolfgang Goethe-University, Riezlern (Austria)**  
Techniques for presentations
- 10/02             **Adult education program, Hanau (Germany)**  
Windows Word, Excel, PowerPoint, Outlook

## Practical Experience

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- since 04/06     **Lufthansa Cargo AG, Frankfurt (Germany)**  
Project of the Supply Management Institute
- 02/06 - 03/06     **McKinsey & Company, Inc., Munich (Germany)**  
Project of the Supply Management Institute
- 01/06 - 03/06     **Fraport AG, Frankfurt (Germany)**  
Project of the Supply Management Institute
- 10/05 - 12/05     **DHL, Bonn (Germany)**  
Project of the Supply Management Institute
- 10/04 - 10/05     **SMG Supply Management Group, St. Gallen (Switzerland)**  
Projects of management consultancy
- 09/04             **ITSG GmbH, Rodgau (Germany)**  
Software tester
- 08/03 - 11/03     **Degussa Corporation, Parsippany, NJ (USA)**  
Internship in supply chain management and marketing
- 08/00 - 10/01     **Dresdner Bank AG, Frankfurt (Germany)**  
Temporary help during the semester vacations in investment banking
- 09/98 - 09/99     **German Red Cross, Rodenbach (Germany)**  
Community services

## **Extracurricular Activities**

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University      Regular participation at the doctoral Colloquiums of the Supply Management Institute  
Regular participation at the doctoral students' network of the European Business School  
Regular participation at the "Innovation Network" of the European Business School

Non-university    Participation at meetings of the BVL (Bundesvereinigung Logistik e. V.)

## **Additional Abilities**

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Languages        German (native language); English (very good); French (basic knowledge)

Computer        Word, Excel, PowerPoint, Outlook, Internet, SPSS, SmartPLS (professional knowledge)  
Windows XP, MS Project, Lotus Notes (intermediate knowledge)

Interests        Economy and society, reading, wine and traveling  
Active member at a fitness studio, soccer and swimming

Wiesbaden, April 20<sup>th</sup>, 2006



Andreas Potzner