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Universidad de la
Marina Mercante

Escuela de Negocios

para las Américas

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BIOGRAPHY OF BARBARA HAUSER

I've dedicated my career to serving global leaders seeking to achieve growth in their businesses and lead purposeful lives.

As a business development enthusiast, my professional career highlights the things I truly enjoy – learning and being an entrepreneur.

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In 1994, I co-founded **Empresarte Venezuela**, joining forces as a global licensee with the Franklin Covey Co, a premier personal and organizational effectiveness firm. Through **BH Performance Consulting Company (aka Barbara Hauser Associates)**, located in Weston, Florida I now serve my world-class client base as a *leadership transitions coach*.

I have worked closely with major oil companies, Nigeria Liquid National Gas, Qatar Chemical Co., *Petróleos de Venezuela, Halliburton Energy Services and Statoil*; in the area of consumer products, *Procter & Gamble, DHL, Coca Cola, Pepsi Cola, Janssen Pharmaceuticals, J&J*; in technology, *Daussault, HP and Agilent Technologies; Johnson and Johnson Medical*; in manufacturing, *Cemex and Holderbank*; in the hospitality industry, *Marriott, Hilton International and the Intercontinental*; in banking, *Banesco*; and in entertainment *HBO*, among others.

Throughout my thirty years in Venezuela, I worked with audiences in formal academic settings as well as in corporate training and retreat environments.

I founded and grew four businesses in the private service sector and currently manage my own professional services practice. I authored a leadership development program entitled the Art of Entrepreneurial Living and The Power of Coaching for Teams.

I am a co-creator and founder of the Client School and business professionals hire me to help them win more business. Based on my individual and team sales performance with Franklin Covey over a ten-year period, I was named one of the key sales associates for the global market.

I am a business and personal coach certified by the Newfield Network and iPEC Coaching and hold the Professional Coach Certification granted by the International Coach Federation. My area of specialization is leadership transition coaching for individuals and organizations. I am certified by the Generative Leadership Institute in Coaching Excellence in Organizations, as well as a practitioner and mentor coach for the IGL programs in North and South America. I am a member of the Linkage network and certified in the Purposeful Leadership assessment process and Leading with a Mindset of Inclusion.

I'm also a Master Trainer for the renowned Crucial Conversations training program offered by Vital Smarts, developers of cutting-edge technology and research for improving the way individuals, teams and organizations produce results and improve their relationships through dialogue.

I'm regularly sought after to deliver presentations on subjects including the principles of highly effective organizations and leadership.

I earned a BA degree from the University of Iowa and an MA in Curriculum and Instructional Design from Virginia Tech University.