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Saab Medav Technologies GmbH · Henri-Dunant-Str. 50, D-91058 Erlangen

Dr. Walter Schoger
COMWEIT
Communication management und weit erbildung
Am Geyersgrund 8
D-96154 Burgwindheim

Dear Dr. Schoger

Letter of Appreciation

On behalf of Saab MEDAV Technologies GmbH, I would like to express our sincere appreciation for the interesting and insightful training days on “conforming” conducted at our premises in Erlangen in February 2018. My Management team and I found the interactive training extremely useful and interesting. Your unique and practical method to actively demonstrate the relationships and to be able to “feel” the strength of the interactions and dependencies between the key parts of the organisation was extremely useful.

The results of the training from our perspective were:

- Compliance with our Corporate values and team spirit
- Understanding and “feeling” departmental and functional interdependencies
- Visualising the ideal state of team work and collaboration
- Understanding cultural challenges

The training helped us to:

- Improved teamwork in the Management team
- Create more tolerance for each other’s position and objectives, standing in the “shoes” of the other party/ parties



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- Creating a culture of collaboration

I would recommend your training methods to any organisation that is seeking to improve organisational teamwork and collaboration. We continue to use what we learned during the training in our day to day activities. I was also happy to refer some of my team members to you for personal coaching. The feedback on this is also very positive.

Many thanks again for the difference you made to our team.

Best Regards,

Daniel du Toit
Managing Director
Saab Medav Technologies GmbH