



Personal Data

Surname Dorn
First Name Laura Elisa
Nationality German/Italian
Date of Birth 13 November 1984
Place of Birth Leverkusen, Germany

Educational and Academic Degree

2010 - 2012 LL.M. in Globalization and Law – Human Rights Law from University of Maastricht, Netherlands
 2008 - 2010 M.Sc. in Public Policy and Human Development from Maastricht Graduate School of Governance, Netherlands
 2004 – 2008 B.Sc. in Economics and Business Administration from Free University of Bolzano, Italy
 2004 Secondary school examinations, Freiherr-vom-Stein-Gymnasium Leverkusen

Trainings/Further Education

07/2016 French Language Courses Alliance Française/Marseille; Certificate (B2.2)
 23.02. – 06.03.15 CEFE Training of Trainers (ToT) at Instituto Centro Cape/Belo Horizonte, Brazil; Trainer Licence
 15. - 16.06.15 Workshop on Theory of Constraints at CEFE International/Cologne
 24. - 26.09.14 Capacity WORKS; GIZ/AIZ/Bad Honnef; Certificate
 05/2012 French Language Course at Langue Onze/Paris, Certificate (B2)
 02/2008 Spanish Language Course at Universidad de Buenos Aires
 06/2006 French Intensive Language Courses at Paris Langue/Paris, Certificate (B1)

Languages

Language	Speaking	Writing	Reading	Proficiency level
<u>German</u>	1	1	1	Mother tongue speaker
<u>Italian</u>	1	3	1	Mother tongue speaker
<u>English</u>	1	1	1	Full professional proficiency
<u>Spanish</u>	1	2	1	Good professional proficiency
<u>French</u>	3	3	2	Certified level: B 2.2.
<u>Portuguese</u>	3	4	2	

* corresponding to the German school grading system: 1=very good, negotiating level; 2=good; 3=satisfactory; 4=adequate, simple communication, basic knowledge; 5=no skills

Other skills

- Computer Skills: MS Office (Power Point, Excel, Word), STATA, wordpress

Key qualifications

- Project management skills, including project acquisition, backstopping, conduction and evaluation focussing on private sector development, entrepreneurship, SMEs, business development, (youth) employment promotion
- Training and Coaching Skills; certified International Senior CEFE Trainer (*CEFE = Competency based economies through the formation of enterprises*)
- Experience in proposal writing for tenders of different international organizations like GIZ, EU, UNDP.
- Strong skills in planning diverse events, workshops and trainings together with and for different public and private donors, stakeholders and national ministries
- Strong intercultural and analytical skills
- Certified in Capacity WORKS

Professional Career

Time	Country	Client/ Employer	Position	Projects/ Tasks/ Functions
09/2018 Ongoing	Germany	Steinbeis University Berlin	Project Coordinator	Project Coordinator of Project 'BioS: Digital Skills on Computational Biology', funded by the Erasmus+ Programme of the European Union
05/2014 - 07/2018	Germany	CEFE International	Project Manager & Intl. Senior Trainer	<ul style="list-style-type: none"> - Management of international projects (proposal writing, contract management, budgeting, technical and financial backstopping, project execution, reporting & evaluation) - Preparation and conduction of CEFE courses (Training of Trainers, Workshops and Coaching) - Concept development - Conduction of research and preparation of reports - Coordination of CEFE regional and national networks especially in Franco-phone Africa and Latin America - Organisation and co-moderation of regional conferences and workshops - <i>Please see detailed information on conducted projects below</i>
01/2018	Germany	GIZ	Consultant	- Speaker CSR – concepts and best practices
08/2017	Georgia	IHK Mu-	Project	- Acquisition of project

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– 12/2017		nich & Upper Bavaria	Manager & Trainer	<ul style="list-style-type: none"> - Preparation and facilitation of a CEFE Training of Trainers in Tiflis, Georgia. - Preparation and facilitation of 2 CEFE Coaching sessions for teachers of public TVET institutions, Georgia - Technical & Financial backstopping - Reporting
10/2016 – 01/2018	Africa / EU	GIZ/ EUEI-PDF	Project Manager	<ul style="list-style-type: none"> - Organization and Execution of B2B Matchmaking events in the framework of the Africa EU Renewable Energy Cooperation Programme (RECP). Events organized and conducted in Belgium (Nov '16), Austria (Jan '17), Nigeria (April '17), Rwanda (Oct '17), Cote d'Ivoire (Oct '17), Zambia (June 2018). - Backstopping, budgeting & contract management - Evaluation and Reporting
11- 12/2016	Georgia	IHK Mu- nich & Upper Bavaria	Project Manager & Trainer	<ul style="list-style-type: none"> - Acquisition of project - Preparation and facilitation of a CEFE Training Course on the integration of entrepreneurship into the curricula of public TVET institutions in Georgia - Backstopping, budgeting & contract management
05- 12/2016	Germany/ Northern Iraq	UNDP	Project Manager	<ul style="list-style-type: none"> - Acquisition of project - Backstopping, logistics and contract management for the study mission on Potential Niche Markets and Value Chains in Northern Iraq.
12/2015 - 06/2016	China- NRW	GIZ	Consultant	Support to 3 months capacity building and tutoring for a group of Chinese junior executives from Jiangsu Province in various aspects of business relation management.
11/2015 - 01/2018	Germany/ Macedonia	EU Commissi- on	Project Manager & Coach	<p>Erasmus Plus - Global Exchange and Training for Youth Employment Services. Conduction of trainings, market research, conceptualization of training manuals, execution of coaching.</p> <p>Partnership with the educational organization 'Internationaler Bund' in Germany.</p>

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11/2015 - 12/2017	Germany/ India	GIZ	Consultant	In cooperation with Steinbeis Germany and Steinbeis India, Human Capacity Development with 4 Indian Premier Institutes on innovation and technology management for SMEs and intermediary organisations. Training curricula development, conduction of market research, market assessment & profiling, analytics, report writing.
07- 08/2015	Uganda	Intl. Rescue Commit- tee (IRC)	Trainer	Facilitation of a CEFE Training of Trainers seminar for (semi-)illiterates; including: preparation and adaptation of course material, execution of training, feedback sessions, observation and scoring of participants, report writing.
06- 07/2015	Sierra Leone	GIZ	Trainer	Facilitation of a CEFE Training of Trainers seminar; including: preparation and adaptation of course material, execution of training, feedback sessions, observation and scoring of participants, report writing.
01- 03/2015	Germany/ Peru	GIZ	Project assistant	Assistance for the CEFE Training in the Peruvian Management Training Program (GIZ). Including: backstopping of trainers, logistics and organizational activities.
01/2015	Morocco	CEFE Intl.	Conference execution	Organization and execution of regional CEFE Francophone Africa Conference with participants from Tunisia, Morocco, Senegal, Togo, Algeria and the Netherlands.
12/2014	Algeria	GIZ	Workshop assistant	Assistance in the execution of the CEFE Sustainable Business Appreciation Workshop. Adaptation of CEFE Green Business module.

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11/2014	Sri Lanka	CEFE Intl.	Conference execution	Execution of the Asian CEFE Conference with participants from Sri Lanka, Bhutan, Indonesia, Myanmar and the Philippines including logistics management and moderation of conference.
11/2014	Nicaragua	CEFE Intl.	Conference execution	Execution of regional CEFE Conference in Central-America with participants from Nicaragua, Honduras and El Salvador. Promotion of the event, elaboration of conference outline.
10/2014	Global	GIZ	Researcher, Concept developer	Evaluation of the programme 'BoP Sector Dialogues', development of a replication strategy for BoP Sector Dialogues and GIZ products in general with focus on private sector promotion.
09/2014	Global	GIZ	Researcher, Concept developer	Research and elaboration of a potential analysis for the developPPP project "Bamboo Ethiopia" (GIZ). Conduction of interviews, analysis and report writing.
06/2014	Chile	CEFE Intl.	Workshop execution	Execution of the regional CEFE Conference in Latin America with participants from Nicaragua, Chile, Uruguay, Peru and Brazil including logistics management and moderation of conference.
06-09/2014	Colombia / Germany	GIZ	Project assistant	Assistance and backstopping for the Training of Trainers of professors from leading national universities within the Colombian Management Training Program (GIZ) for business cooperation with German enterprises.
05/2014	Germany/ United Arab Emirates	GIZ IS	Concept developer	Assistance to the development of three modules for further integration into the Khalifa Fund training portfolio. Organisation of Training of Trainers. Modules: Basic Finance, Business Plan Preparation and Idea Sourcing.
01/2014	Tunisia	CEFE Intl.	Workshop assistant	Assistance to the regional CEFE Conference in Francophone Africa with participants from Tunisia, Morocco, Senegal, Cameroon, Algeria and the Netherlands.
03/2013 –	Munich, Germany	ROCK YOUR LIFE	Assistance of executives	<ul style="list-style-type: none"> - Network Coordination - Organization and conduction of networking/promotion events and work-

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04/2014		gGmbH Education Initiative for socially disadvantaged pupils		shops (up to 150 participants); service for speakers, participants and sponsors; organization of social and cultural events - Organization of Start-Up workshops - Conduction of impact studies and annual reports - Accounting
12/2012	Eschborn, Germany	GIZ	Consultant, Project 'Good Governance'	Elaboration of a desk study on the integration of civil society into the project cycle of GIZ projects in Africa.
03/2012	Eschborn, Germany	GIZ	Consultant, 'Realizing HR in Dev. Cooperation'	Organization and follow up of a cross-departmental information event concerning sustainable procurement and human rights.
08/2011 – 02/2012	Eschborn, Germany	GIZ	Intern, Project 'Realizing HR in Dev. Cooperation'	- Conduction of research on Human Rights issues - Preparation of country reports - Translations (Spanish, French) - Assistance with electronic documentation system
10/2009 – 01/2010	Maceió, Brazil	Partido dos Trabalhadores	Intern at cabinet of Delegate Judson Cabral	- Assistance for ongoing projects concerning education and social security in the state Alagoas.
07 – 10/2007	Düsseldorf, Germany	Metro Group	Intern, Own Brand Management	- Main point of contact for Italian suppliers - Creation of department intranet site - Conduction of market analysis
10 – 12/2006	Dublin, Ireland	Henkel, Inc.	Intern, Accounting	- Assistance for profitability analysis - Revision of inventory accounts
06 – 10/2006	Aylesbury, United Kingdom	Henkel & Schwarzkopf	Intern, Marketing	- Market research - Assistance for profitability analysis - Processing and presentation of data

Publications

Eurich J., Dorn L.: ROCK YOUR LIFE! Wirksamkeitsstudie 2012

http://rockyourlife.de/images/uploads/RYL!_Wirksamkeitsstudie_2012.pdf

Voluntary work:

- 02-08/2008: Support to day-care centre *Crecer con Amor* in Buenos Aires, Argentina
- 10-12/2015: Support to refugee relief *Drehscheibe Köln*