

# Trainer Profile

Project Management – Project Business Management – Certification

Projektmanagement – Management von Projektgeschäft – Zertifizierung



## Success in Project Business

It is no secret that the economic environment and, thus, the competitiveness of project business are getting more demanding.

The trend is clear and [measurable](#): The proportion of project work that organizations outsource is growing. This is encouraging for project service providers and suppliers. At the same time, organizations are becoming more hesitant to invest in new projects and pickier in their contractor selection.

So, it is increasingly challenging to secure good customer projects and, once the business is won, lead them to commercial success.

Project Business comes with high risk. Effective management of risk, however, does not rely on trial and error but on [education](#), meticulous discipline, and the will to succeed.

This is where my seminars come in. Based on decades of experience in project business as a practitioner, trainer, and author of textbooks and articles, I help companies turn their project managers into top performers. In addition to project management, this includes business acumen and basic knowledge of project contract law.

And, of course, as effective door openers for better business, the certifications of PMI (Project Management Institute).

My seminars are a healthy mix of insights, the fun of learning, and practical relevance. Try it out: [oliver@oliverlehmann.com](mailto:oliver@oliverlehmann.com)



## Erfolg im Projektgeschäft

Es ist kein Geheimnis: Das ökonomische Umfeld und mit ihm der Wettbewerb im Projektgeschäft werden anspruchsvoller.

Der Trend ist offenkundig und [messbar](#): Der Anteil an Projektarbeit, den Unternehmen außer Haus vergeben, nimmt zu. Eigentlich eine gute Nachricht für Projektdienstleister und -lieferanten. Gleichzeitig werden Unternehmen aber auch immer zögerlicher, in neue Projekte zu investieren, und heikler bei der Lieferantenwahl.

Das macht es schwieriger, die guten Kundenprojekte zu akquirieren und, wenn das Geschäft einmal gewonnen ist, auch kommerziell zum Erfolg zu führen.

Projektgeschäft ist Hochrisikogeschäft. Effektives Management von Risiken verlässt sich aber nicht auf Versuch und Irrtum, sondern auf [Ausbildung](#), methodischer Disziplin und Erfolgswillen.

An dieser Stelle setzen meine Seminare an. Basierend auf Jahrzehnten Erfahrung im Projektgeschäft als Praktizierender, Trainer und Autor von Büchern und Fachartikeln helfe ich Unternehmen, Ihre Projektmanager zu Leistungsträgern zu machen. Dazu gehören neben Projektmanagement auch Geschäftsverständnis und Grundkenntnisse im Projekt-Vertragsrecht.

Und natürlich als wirkungsvolle Türöffner für besseres Geschäft die Zertifizierungen des PMI (Project Management Institute).

Meine Seminare sind eine gesunde Mischung aus Einsichten, Spaß am Lernen und Praxisnähe. Probieren Sie es aus: [oliver@oliverlehmann.com](mailto:oliver@oliverlehmann.com)



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Academia.edu:  
<https://liverpool.academia.edu/OliverLehmann>

PM World Journal Magazin:  
<https://pmworldlibrary.net/authors/oliver-f-lehmann>

Taylor & Francis (Publisher):  
<https://www.routledge.com/authors/i14830-oliver-lehmann>



# Oliver F. Lehmann

## Trainer

### Seminar topics:

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- Project management
  - o Traditional
  - o Agile methods
- Project Business Management
  - o Customer-side
  - o Contractor-side
- Preparation for certification
  - o PMP – Project Management Professional
  - o CAPM – Certified Associate in Project Management
  - o ACE – Approved Consultant & Educator in Project Business Management

### Further services for customers:

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- Congress lectures
- Seminar development
- Standardization
- Support of PMOs (Project Management Offices)
- Coaching for Project Business
- Project Business Healing Days
- Project Management audits
- Visiting Professor in Academia

### Languages:

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- German
- English

### Short Bio:

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- Practitioner in Project Management (12 years, mostly for customer projects in manufacturing/automotive)
- Trainer (since 1995)
- Volunteer
  - o PMI, Project Management Institute
  - o Project Business Foundation

### Degrees:

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- Master of Science in Project Management ([MSc](#) with Merit, University of Liverpool)
- Authorized Training Partner Instructor ([ATP-I](#), Project Management Institute)
- Approved Consultant & Educator ([ACE](#), Project Business Foundation)
- Project Management Professional ([PMP](#), Project Management Institute)
- Certified Scrum Master ([PSM](#), Scrum.org)
- Proposal Professional ([APMP-PP](#), Association for Proposal Management Professionals)
- Microsoft Certified Trainer ([MCT](#) for Microsoft Project, Microsoft)

### Reviews and References:

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- <https://www.oliverlehmann.com/trainers/oliver-f-lehmann#Google>

### Availability schedule:

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- <https://www.oliverlehmann.com/trainers/oliver-f-lehmann#references>

[About me](#)[Trainer profile](#)[Trainerprofil](#)[Bios](#)[Docs & Certs](#)

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Academia.edu:

<https://liverpool.academia.edu/OliverLehmann>

PM World Journal Magazin:

<https://pmworldlibrary.net/authors/oliver-f-lehmann>

Taylor & Francis (Fachverlag):

<https://www.routledge.com/authors/j14830-oliver-lehmann>



# Oliver F. Lehmann

## Trainer

### Seminarthemen:

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- Projektmanagement
  - o Traditionell
  - o Agile Methoden
- Management von Projektgeschäft (Project Business Management)
  - o Kundenseitig
  - o Anbieterseitig
- Zertifizierungsvorbereitung
  - o PMP – Project Management Professional
  - o CAPM – Certified Associate in Project Management
  - o ACE – Approved Consultant & Educator in Project Business Management

### Weitere Kundenunterstützung:

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- Kongressvorträge
- Seminarentwicklung
- Normenentwicklung
- Unterstützung von PMOs (Project Management Offices)
- Coaching für Projektgeschäft
- Project Business Healing Days
- Projektmanagement-Audits
- Akademischer Gastdozent

### Sprachen:

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- Deutsch
- Englisch

### Kurzvita:

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- Praktiker im Projektmanagement (12 Jahre, v.a. für Kundenprojekte im Bereich fertige Industrie/Automobil)
- Trainer (seit 1995)
- Ehrenamtlich aktiv
  - o PMI, Project Management Institute
  - o Project Business Foundation

### Abschlüsse:

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- Master of Science in Project Management ([MSc](#) with Merit, University of Liverpool)
- Authorized Training Partner Instructor ([ATP-I](#), Project Management Institute)
- Approved Consultant & Educator ([ACE](#), Project Business Foundation)
- Project Management Professional ([PMP](#), Project Management Institute)
- Certified Scrum Master ([PSM](#), Scrum.org)
- Proposal Professional ([APMP-PP](#), Association for Proposal Management Professionals)
- Microsoft Certified Trainer ([MCT](#) für Microsoft Project, Microsoft)

### Rezensionen und Referenzen:

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- <https://www.oliverlehmann.com/de/trainers/oliver-f-lehmann#Google>

### Verfügbarkeitsplan:

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- <https://www.oliverlehmann.com/de/trainers/oliver-f-lehmann#availability>

## Bio (English)

### Compact:

**Oliver F. Lehmann**, MSc, ACE, PMP, is a globally active trainer from Munich, Germany, focusing on Project Management and Project Business Management. Based on his long experience in these disciplines as a practitioner and educator, he prepares candidates for certification exams, particularly the PMP certification of PMI, the Project Management Institute. He was the President of the PMI Southern Germany Chapter from 2013 to 2018 and is the author of two books and over 50 articles.

### Long:

**Oliver F. Lehmann**, MSc, ACE, PMP, is a globally active trainer from Munich, Germany, focusing on Project Management and Project Business Management. Based on his long experience in these disciplines as a practitioner and educator, he prepares candidates for certification exams, particularly the PMP certification of PMI, the Project Management Institute.

He was the President of the PMI Southern Germany Chapter from 2013 to 2018 and is the author of two books and over 50 articles.

Oliver is the driving force in the development of Project Business Management as a discipline that underpins practice with sound theory, tools, and techniques that help corporations and individuals. On top of training, he is available as a consultant and trainer to contractor organizations, where he helps bring together the desire to run great customer projects with the need to make them profitable and protect the contractor's credit line.

## Bio (Deutsch)

### Kompakt:

**Oliver F. Lehmann**, MSc, ACE, PMP, ist global aktiv als Trainer aus München, Deutschland, mit den Schwerpunkten Projektmanagement und Management von Projektgeschäft (Project Business Management). Basierend auf seiner langjährigen Erfahrung in diesen Disziplinen als Praktiker und Ausbilder bereitet er Kandidaten auf Zertifizierungsprüfungen vor, insbesondere auf die PMP-Zertifizierung des PMI, des Project Management Institutes. Er war von 2013 bis 2018 Präsident des PMI Southern Germany Chapter und ist Autor von zwei Büchern und über 50 Artikeln.

### Lang:

**Oliver F. Lehmann**, MSc, ACE, PMP, ist global aktiv als Trainer aus München, Deutschland, mit den Schwerpunkten Projektmanagement und Management von Projektgeschäft (Project Business Management). Basierend auf seiner langjährigen Erfahrung in diesen Disziplinen als Praktiker und Ausbilder bereitet er Kandidaten auf Zertifizierungsprüfungen vor, insbesondere auf die PMP-Zertifizierung des PMI, des Project Management Institutes.

Er war von 2013 bis 2018 Präsident des PMI Southern Germany Chapter und ist Autor von zwei Büchern und über 50 Fachartikeln.

Oliver ist die treibende Kraft bei der Entwicklung von Project Business Management als einer Disziplin, die die Praxis mit fundierter Theorie, Werkzeugen und Methoden untermauert, die Unternehmen und Einzelpersonen helfen. Neben der Ausbildung steht er als Berater und Ausbilder für Lieferanten und Dienstleister zur Verfügung, denen er hilft, den Wunsch, großartige Kundenprojekte durchzuführen, mit der Notwendigkeit in Einklang zu bringen, sie rentabel zu machen und die Kreditlinie des Unternehmens zu schützen.





FACULTY OF HUMANITIES AND SOCIAL SCIENCES

*Degree of Master of Science*

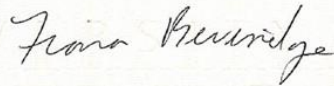
*We hereby certify that on the authority of the Senate*

Oliver Lehmann

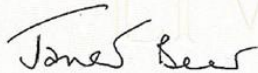
*was awarded the Degree of*

*Master of Science in Project Management  
with merit*

*on the tenth day of July 2015 and that the degree was conferred at a  
ceremony on the twenty-third day of July 2015*

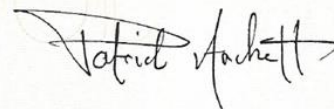


EXECUTIVE PRO-VICE-  
CHANCELLOR, FACULTY OF  
HUMANITIES AND SOCIAL  
SCIENCES



VICE-CHANCELLOR

Details of the programme of studies completed for this award are available on the Diploma Supplement



DEPUTY VICE-CHANCELLOR



00084268




This badge was issued to [Oliver lehmann](#) on October 09, 2020



## Authorized Training Partner Instructor - PMP

Issued by [Project Management Institute](#)

Earners of the Authorized Training Partner Instructor badge possess a PMP® certification as well as Agile project experience. Through their knowledge and experience they have demonstrated their skill and expertise in preparing students to sit for the PMP® certification exam.

 Learning

 Advanced

### Skills

Agile

Best Practice Facilitation Methods

PMI

PMP®

Project Management

Virtual Learning Strategies



THIS IS TO CERTIFY THAT

**Oliver Franz Lehmann**

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

**Project Management Professional (PMP)<sup>®</sup>**

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE

Jennifer Tharp | Chair, Board of Directors



Pierre Le Manh | President & CEO

PMP<sup>®</sup> Number: 31045

PMP<sup>®</sup> Original Grant Date: 02 February 2001

PMP<sup>®</sup> Expiration Date: 02 February 2029







# Certificate of Qualification

*Mr. Oliver F. Lehmann*

Has successfully passed the qualification program to become an

**Approved Consultant/Educator (ACE) For Project Business Management**

Qualification #: 3

Sisseln, 04 February 2021

  
Stanimir Sotirov  
Assessor

*This is to certify that on Wed 1 Mar 2017*

**Oliver F. Lehmann**

Demonstrated a fundamental level of Scrum mastery, proving an understanding of Scrum as described in the Scrum Guide and the concepts of applying Scrum.

In recognition of this, Scrum.org is pleased to provide this certification.



**Professional Scrum Master I**



*Ken Schwaber*



**APMP®**

**APMP®**

# Certificate of Achievement

*This is to Certify that*

**Oliver Lehmann**

*has achieved the standard required by the APMP to be recognised as a*

## Proposal Professional



APMP Chief Examiner

*The mission of the APMP is to advance the arts, sciences, and technology of new business acquisition and to promote the professionalism of those engaged in those pursuits.*

Date

Certificate Number

08 December 2008

APMP/100358

00128929-01-XJNV



This certificate remains the property of The APM Group Ltd and shall be returned immediately on request.  
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