

CURRICULUM VITAE -2019

CARL R. HORN

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EDUCATION

Seattle University Professional MBA (GPA = 3.922, 4.0 max) Completed MBA while working full time Member of Beta Gamma Sigma – Top 20% of Students	2017
Villanova University Masters Certificate – Commercial Contracting	2012
University of Notre Dame Executive Certificate – Negotiations	2011
University of Washington BA – Business Finance (cum laude)	1979

TEACHING EXPERIENCE

Seattle University

Spring Quarter 2018

Adjunct Professor for Business Management 4890 (Business Policy and Strategy)

Summer Quarter 2018

Adjunct Professor for Business Management 4890 (Business Policy and Strategy)

Adjunct Professor for Bridge MBA 5265 (Problem Solving, Negotiation, Conflict Resolution)

Winter Quarter 2019

Adjunct Professor for MGMT 3000 (Principles of Management)

Spring Quarter 2019

Adjunct Professor for MGMT 4720 (Negotiation Skills)

Summer Quarter 2019

Adjunct Professor for Bridge MBA 5265 (Problem Solving, Negotiation, Conflict Resolution)

Adjunct Professor Online Business Management 4890 (Business Policy and Strategy)

Boeing Company

2001 - 2017

Developed Training Material and Taught the Following Courses;

Profitability / Affordability, Cost Estimating Relationships, Basic Cost Analysis

- Ways to decrease direct and indirect costs, methods to analyze internal and external costs, parametric and regression analysis.

Rates and Factors, Auditing

- Direct Labor and Material Costs, Overhead and General & Administrative Costs, Guidance in performing an audit.

System and Equipment Product Lines

- Evaluation of Avionics, Hydraulics and Environmental Control Systems on Commercial Jets.

Learning Curve

- Theoretical Concepts and Practical Application of Improvement Curve.

Presentation Skills

- Using your Attributes to develop and give effective presentations.

Commercial Airplane Competition

- Discussing Trends and Strengths and Weaknesses in the Aerospace Industry.

Supplier Intelligence, Aftermarket Analysis

- Competition within the Supply Chain, Mergers and Acquisitions, Maintenance and Overhaul Practices.

Negotiations

- Negotiation styles, Practical Applications, knowing when to walk away.

Learning Styles

- Evaluation of how people learn, seeing, hearing, repetitive practice.

Employee Burnout

- Behaviors that burn people out, prevention techniques.

Lean Factory Guidance

- What to look for when visiting a manufacturing facility.

Washington Business Week – Central Washington University **2005 & 2010**
 Volunteered as a Full Time Instructor at a Week-Long Business Camp for High School Seniors

Boeing Leadership Center – St. Louis **2009 - 2016**
 Served on team to develop learning material and taught a Financial Boot Camp for Financial Analysts.
 Taught 15-week long sessions. Over 600 employees have completed the Boot Camp.

RELATED EXPERIENCE

Boeing Mentoring Program

Mentor **2005 – 2017**
 Served as a mentor for several fellow Boeing employees.

Boeing / Seattle University

Scholar Practitioner **2010 – 2017**
 Augmented my teaching of working adults by completing certificates and my graduate degree.

CANVAS

Student and Instructor **2015- 2019**
 Very Familiar with the Canvas Learning Management System

EMPLOYMENT HISTORY

2013 – 2017, STRATEGY ANALYST, Boeing Commercial Airplanes

- Project Manager for Cross Functional / Business Unit development of an analytical model that will project aftermarket aerospace revenue for key Boeing suppliers. The model results will help shape effective financial strategies.
- Unify disparate business unit strategies to assist in achievement of cost reduction activities.
- Boeing Designated Expert in Negotiation and Contracting.
- Developed and Taught training courses to Finance personnel.
- Leader of Director's Lean project that is resulting in significant labor savings and eliminating a substantial amount of rework.

2010 – 2013 PROFITABILITY ANALYST, Boeing Commercial Airplanes

- Developed and implemented a Sharing Tool to enhance the cost reduction process and facilitate conflict resolution. The tool is being used by cross functional teams and selected suppliers.
- Integral part of initial group vision which led to an effective operating rhythm.
- Effectively serving as a mediator between the conflicting interests of our functional customers.
- Providing timely, accurate responses to corporate audit requests.
- Working on a Closed Loop and Capture Plan to assure gross margin improvement.
- Developing and updating documents to assure processes and procedures are effective and in support of program goals and objectives.
- Developing analysis tools to aid in effective decision making relating to supply chain optimization.
- Financial Leader of Environmental Control System proof of concept initial wave for Accelerated Opportunity Capture, a major corporate cost reduction initiative.

1999 – 2010 PROCUREMENT FINANCIAL ANALYST, Boeing Commercial Airplanes

- Leading supplier negotiations resulting in successful long-term contracts for commodities such as electrical systems, environmental control systems, and major interior items.
- Responsible for negotiating change packages and assertions on developmental and derivative airplane programs.
- Developed and taught several courses.
- Conducted complex business case analyses.
- Participated in successful lean manufacturing events resulting in cost and weight savings as well as schedule reduction to support company initiatives.
- Completed and presented the results of a variety of special assignments dealing with a wide range of financial topics in the aerospace industry.

1995 – 1999 PROCUREMENT FINANCIAL ANALYST, Boeing Aircraft and Missiles

- Responsible for leading the subcontract negotiations on the radar system for the initial production phase of the F-22 program.
- Led Boeing effort in factfinding, analyzing and negotiating supplier's proposals on the fuel, vehicle management, and avionics systems for the concept demonstration phase on the JSF program.

1991 – 1995 PROCUREMENT COST ANALYST, Boeing Aerospace

- Represented Boeing in a financial capacity dealing with outside legal counsel on the P-3 Program Omnibus Claim.
- Led subcontract negotiations on the AWACS program communications security project.
- Achieved successful results during several government audits.

1988 – 1991 PROCUREMENT COST ANALYST, Boeing Space Systems

- Successfully completed subcontract negotiations with suppliers on the IUS, LEAP and various other developmental and production space programs.

1985 – 1988 LEAD ESTIMATOR, Boeing Aerospace – E-6 Program

- Directed completion of the Pre-Production and Initial Production proposals.
- Reviewed and approved estimates developed by others.
- Coordinated, developed and presented responses to government inquiries.

1981 – 1985 MANUFACTURING ESTIMATOR, Boeing Aerospace – AWACS Program

- Supported completion and documentation of the Saudi and the E-3C USAF proposals.
- Developed numerous change package proposals.

1979 – 1981 BUDGET ANALYST, Boeing Commercial Airplanes

- Responsible for developing estimates at completion and shop targets.
- In charge of developing and presenting divisional operating plans to management.