

CURRICULUM VITAE -2023

CARL R. HORN

Email: hornc1@seattleu.edu 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 2017

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)

Winter Quarter 2020

Adjunct Professor for MGMT 3000 (Principles of Management)

Spring Quarter 2020

Adjunct Professor for MGMT 4720 (Negotiation Skills)

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

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

Summer Quarter 2020

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

Fall Quarter 2020

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

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.
- cmt to arcoiee a(o)-15.3 pr(r)2.7 (o)1.6c(l)2.1 (e)2.4du(o)-12.4 (r)2.7u ar