

Talent Management - Attraction & Retention

Stefan Kraft
Vice President Corporate Human Resources Development,
Employer Branding and Strategic Recruiting

20. November 2008

Topics



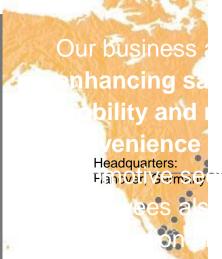
- Continental an attractive Company and Employer
- Continental's 5+1 HR Strategy
- Employer Branding, Talent Recruiting and Internal Staffing
- Core HRD Processes (Performance Management Process, Human Asset Management Process, Feedback Management Process) to bind and develop Talents



Continental at a glance



- Continental AG, based in Hanover, Germany
- The company was founded in 1871, 137 years of experience!



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Continental's Products













Overview Corporationwith regard to Acquisitions













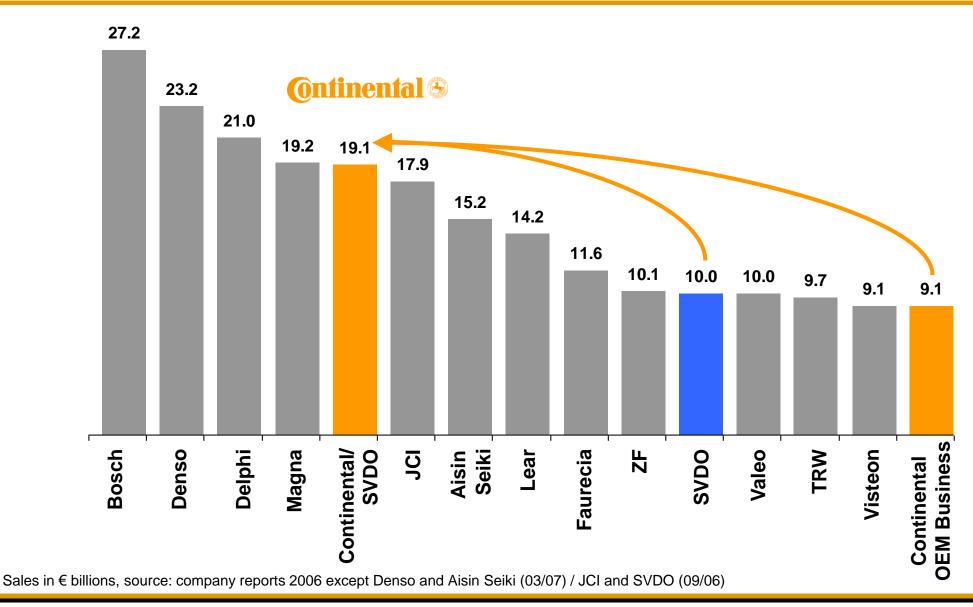


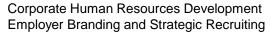




With Siemens VDO, We Have Improved Our Position in the OEM Business









With Our Comprehensive Portfolio, We Address the Megatrends in the Automotive Industry



Safety



Increased safety, comfort and convenience functions in the vehicle.

- Chassis & Safety
- Interior
- Tires
- ContiTech

Environment



Shortage of natural resources.
Sustained mobility.

- Powertrain
- Interior
- Tires
- ContiTech

Information



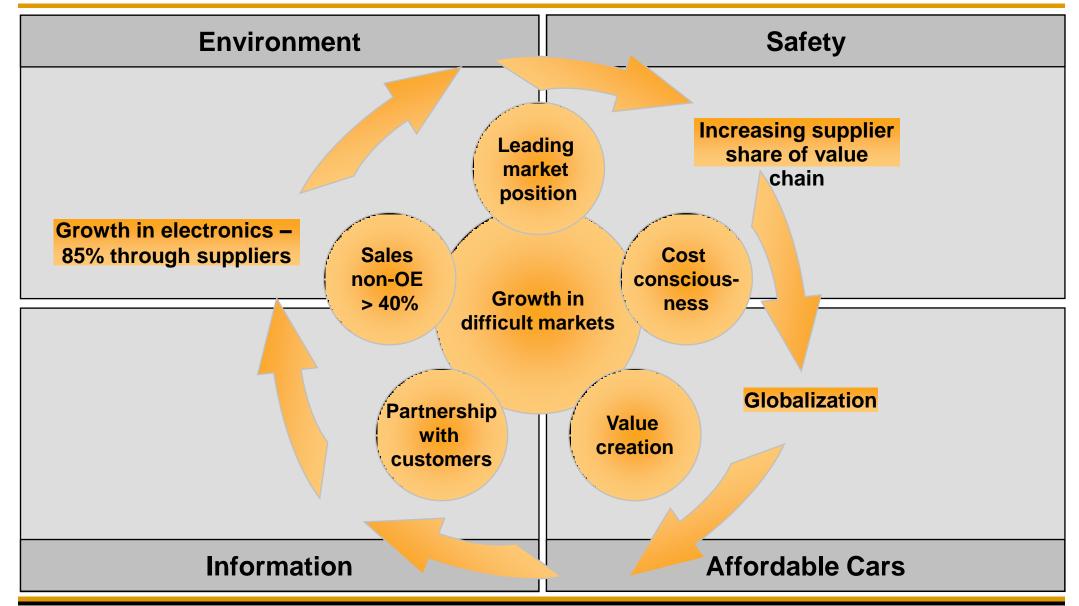
Growing demand for information management in the vehicle and intelligent mobility.

Interior



Continental Strategy: Entrepreneurship approach







THE BASICS – Vision, Values and Beliefs





Describe Continental's vision, values and beliefs

Are the basis for our corporate culture Stress and address also soft business issues

Becoming and being a global player Continental realized the importance of corporate culture also addressing soft business issues. THE BASICS can be seen as the bracket that holds our growing corporation together: they offer possibilities for all employees world wide to identify with our beliefs and values.

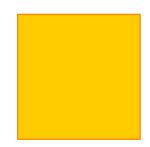


THE BASICS – Vision of Continental



We make individual mobility safer and more comfortable

Thanks to our core competencies, products and services, we, together with our customers, improve the safety, comfort and fun of driving.



Performance is our Passion

Delivering high performance products and services to our customers is what motivates us in all our business areas. Combining technological, ecological and economical and personal aspects of performance makes the difference at Continental as this is one of our strengths.



Creating value is our driving force

With our products and services we create value for our business partners and shareholders as well as for our employees and society in general. Increasing profitability and consistent cost management in all business areas are the basis for our success.





Topics



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Continental's HR-Mission



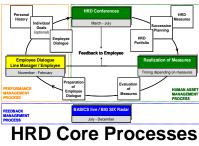


Passionate Drive for Excellence: As Business Partner We Create Value for Continental and its Employees

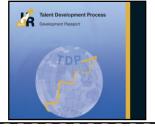
Continental's 5+1 HR Strategie



Global Labor Cost Management Versatile Operations Leadership Competence & High Performance Culture







Excellent Attraction as Preferred Employer

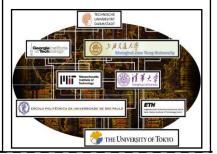






Strategic Competencies Management





HR-Excellence





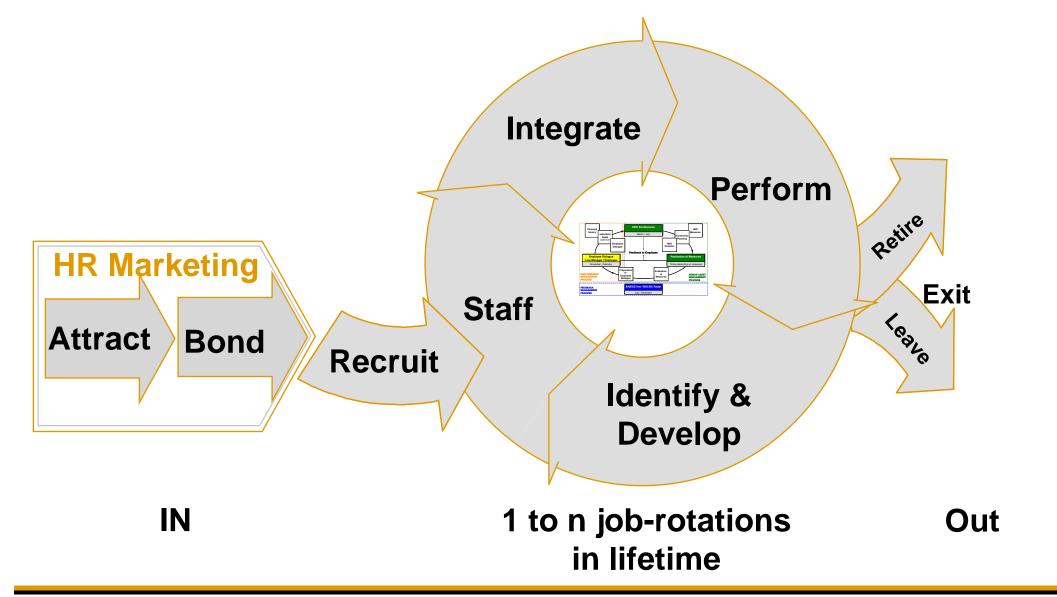
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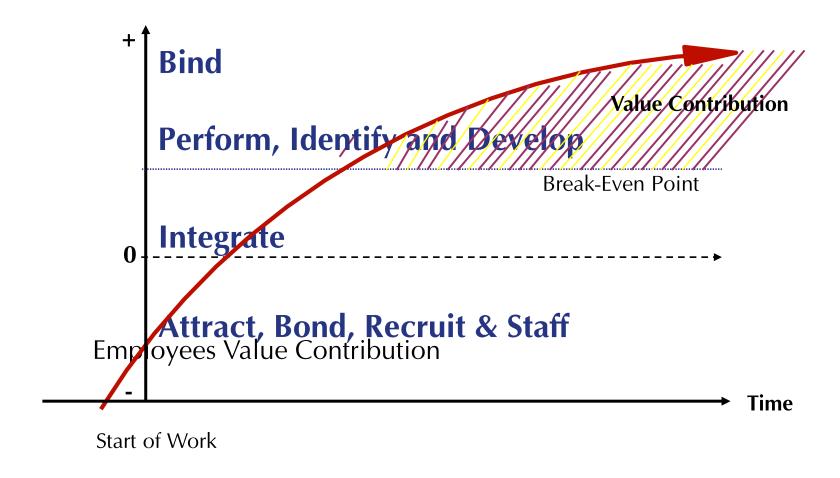
Employer Branding and Recruiting Processes winning the future embedded in "Employee Lifecycle" together





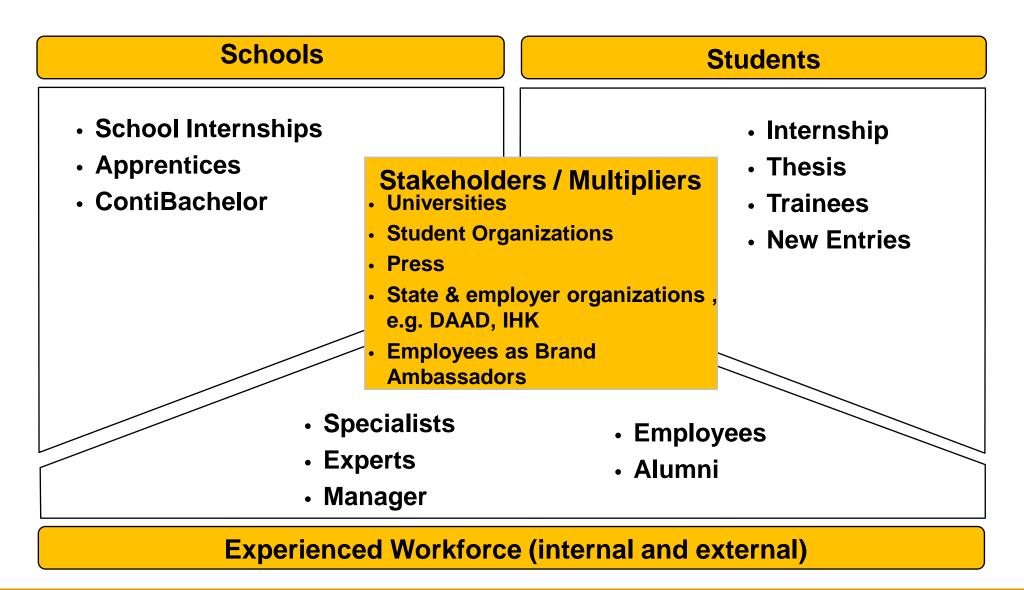
Value Contribution of each Employees





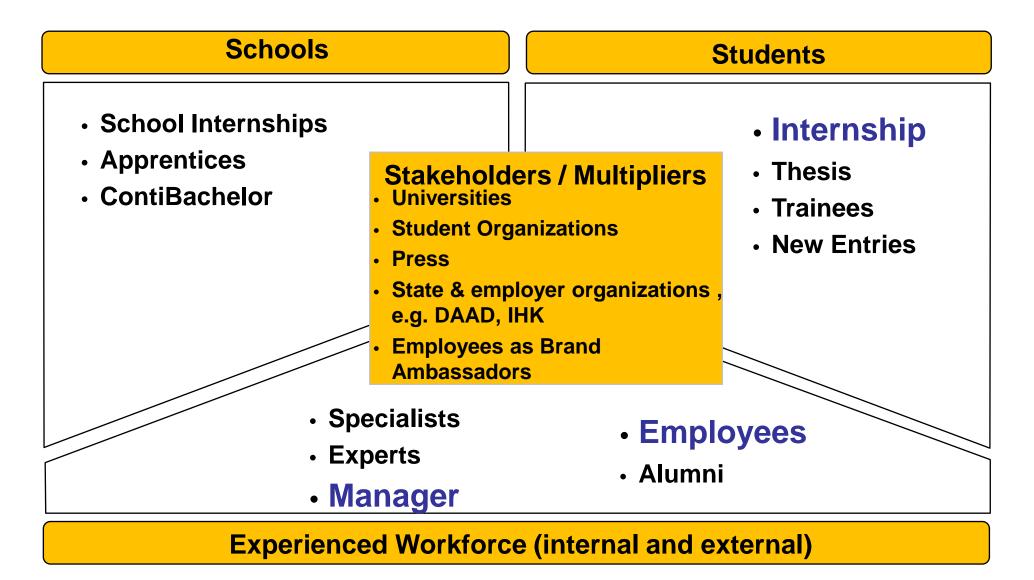


Target Groups for Employer Branding, Recruiting and Staffing the future together





Target Groups for Employer Branding, Recruiting and Staffing the future together





Major Countries



Americas

EMEA

AsiaPac

- USA
- Mexico
- Costa Rica
- Brazil

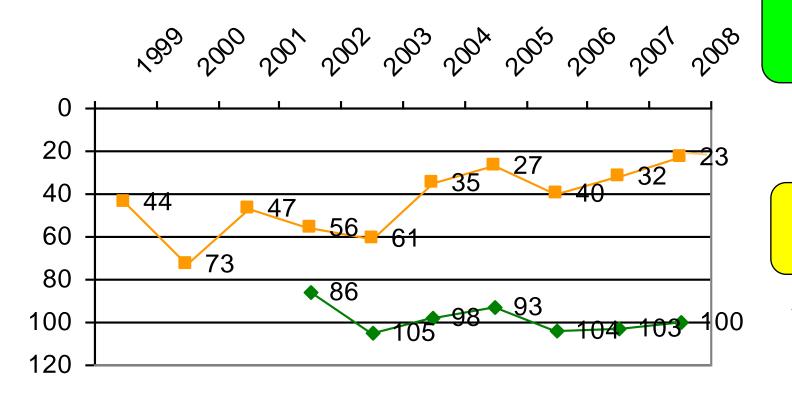
- Germany
- Romania
- Slovakia
- Czech Rep.
- Hungary
- France

- China
- Japan
- Korea
- India
- Philippines
- Malaysia
- Thailand
- → Cross divisional responsibilities for employer branding (attraction and bonding process) as well as for recruiting and staffing process incl. online recruiting system



Trendence Germany 2008 Students Ranking





2008: 23 (+9 Places)

2008: 100 (+3 Places)

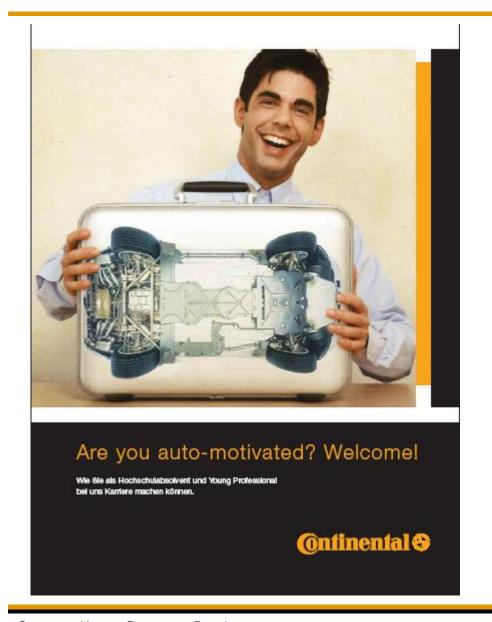
Business

Engineering



HR Marketing and Recruiting Brochure for Graduates





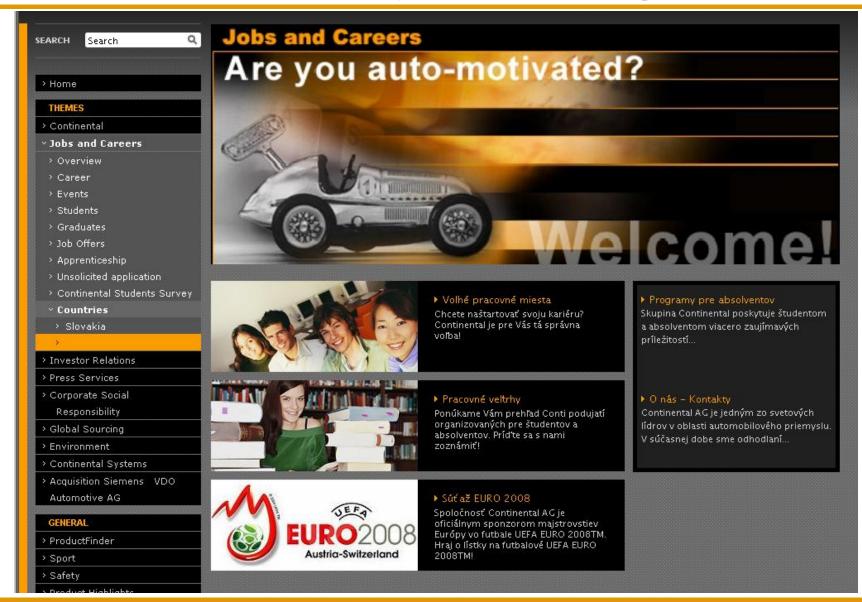






Internet Sites for Employer Branding

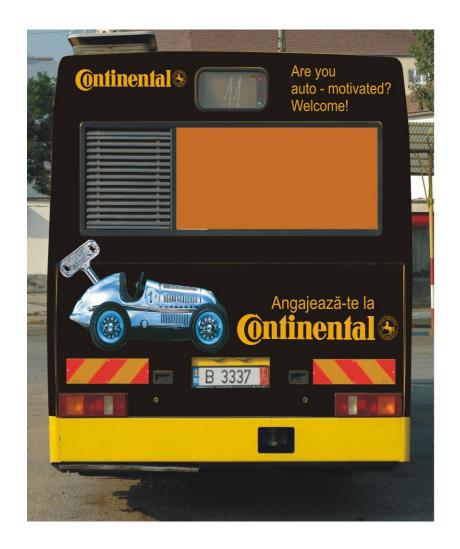






Marketing on busses in Romania











Recruiting Fairs in Romania and Korea











Conti Ambassador Event in China and Germany



Workshops with Students



Projects with Students







Conti Ambassador Event in China







A New Innovative Approach





Goals:

- 1. Preparing top engineering students to perform successfully in a global working environment
- 2. Foster Employer Branding for Continental as innovative automotive and industry supplier
- 3. Win Talents for Continental



Expected Results of GEIP



To this end the Global Engineering Internship Program...

- ...establishes a global network of students, universities and companies
- ...defines areas of knowledge, skills and attitudes for a globally competent engineer
- ...offers globally-oriented international internships with mentoring by industry
- ...offers an educational infrastructure before, during and after the internship by universities
- ...assesses the academic infrastructure, internship environment and student learning outcomes
- ...performs research on how to instill global competence in engineering students



The Team of the Global Engineering Internship Program





GEE-Universities participating in the GEIP:

- Georgia Institute of Technology (USA)
- Massachusetts Institute of Technology (USA)
- Shanghai Jiao Tong University (China)
- Tsinghua University (China)
- Escola Politécnica da Universidade de São Paulo (Brazil)
- Eidgenössische Technische Hochschule Zürich (Switzerland)
- RWTH Aachen (Germany)*
- Tokyo Institute of Technology (Japan)*

* New GEE-Universities



Global Engineering Internship Program



Three Parts of the GEIP:

Internship within Continental

Academic Program:
Reading list and
three assignments
about Global Engineering

GEIP-Workshop

Continental (Department of Internship)

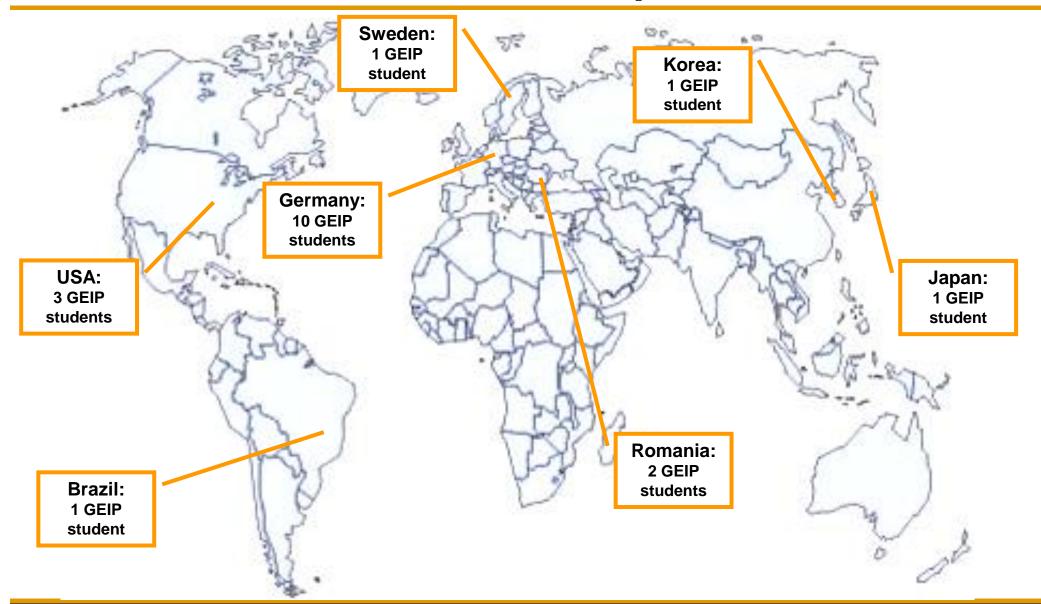
GEE-Universities

Continental in cooperation with GEE-Universities



Overview about GEIP Internships 2008







National Society on Experimental Education (NSEE) Award for GEE-GEIP



...Continental is first NSEE award recipient from outside the United States....

...Continental AG, Germany, in conjunction with 8 internationally renowned universities, is the innovation behind the Global Engineering Initiative (GEE). This unique collaboration has studied the influence and importance of technological expertise and education on the competitiveness of nations, people and companies. At the heart of this initiative was a comprehensive study designed to reflect a broad spectrum of topics dealing with all aspects of engineering and the natural sciences.

...In furthering their commitment to experiential learning, Continental AG sponsored the Global Engineering Internship Program, with the purpose of offering students the possibility of an international internship experience. The goal was to prepare students to work effectively in a global economy and make a real impact in solving global problems.

...The NSEE is pleased to recognize Continental AG and Mr Stefan Kraft as the Experiential Education Corporate Leader of the Year.





Innovative Staffing Initiatives



- Fact Based Staffing decisions during SVDO Integration including possibility of Management Audit
- Job Fairs for Employees to foster Cross Moves and Job Rotation within Countries but also internationally
- Newsletter and Open Positions Statistics as Tools to foster Job Rotation

* New GEE-Universities



Fact Based Staffing Decisions for Managers - SVDO Integration



Staffing Decisions to be based on:

Interviews: 6 Eyes Principle:2 Senior Manager + HR



- Data review: Review of last performance reviews (performance= results + behavior), including goal achievement and potential (HRD-Portfolio position)
- Management Audit: Kienbaum/Hewitt Management Audit when two or more candidates are considered for a position

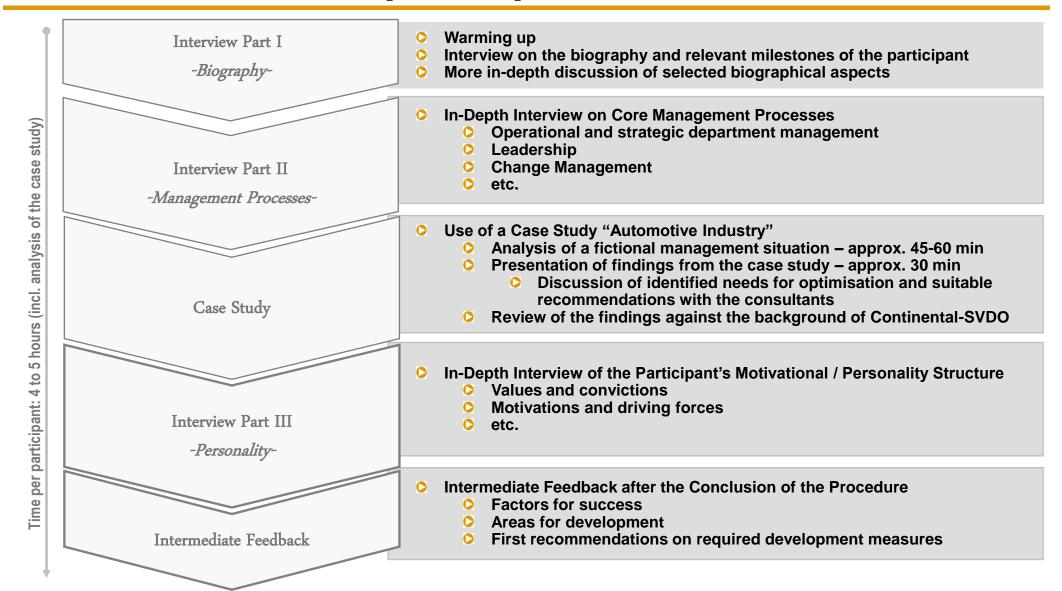
Staffing Decisions to be reviewed and finally decided in a placement conference for all three divisions:

- Board Members, Senior Manager, HR
- Results of interviews, data review and management audit



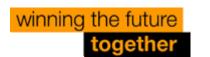
Kienbaum/Hewitt Management Audit 4-5 hours for each participant







Value Add through Management Audit



- Management Audit Approach adds value to the integration process through:
 - Transparent staffing process for key functions
 - Neutral third party recommendation for each candidate and recommendation of best fit to open positions
 - Common placement conferences
 - Supports the approach that the selection of people will be depending solely on how well the competencies, qualifications development goals and experience of candidates suit them for the positions in question



JOBSintern -Marketing for open positions



Continental &



Schauen Sie mal über den Tellerrand und nutzen Sie neue Chancen!

Wechseln oder am aktuellen Arbeitsplatz bleiben? Sich mit dem Status quo arrangieren oder sich auf neue Erfahrungen einlassen?

Liebe Mitarbeiterinnen, liebe Mitarbeiter

meistens lohnt sich ein Wechsel des Arbeitsplatzes - Auch aus eigener Erfahrung kann ich allen Mitarbeitern sönliche und berufliche Weiterentwicklung.

Umlernen, neu denken. Mut fassen sich zu verändern - So war eine meiner wichtigsten Erfahrungen der Wech-Voraussetzung, sich in einem zukunftsorientierten Unternehmen langfristige Perspektiven zu sichern.

Prozent der deutschen Arbeitnehmer die Koffer packen in neuer, ungewohnter Umgebung zu meistern, das sind und sich vom aktuellen Wohnsitz verabschieden, wenn Erfahrungen, die prägend sind und auf die man immer dadurch der Arbeitsplatz erhalten werden kann. Für die wieder zurückgreifen kann - auch wenn man wieder zu-Arbeitnehmer bei Continental gibt es derzeit in Deutsch- rück im eigenen Land ist. land mehr als 1,000 offene Stellen. Das bedeutet eine Fülle von Alternativen - auch dann, wenn am einen oder anderen Standort Stellen abgebaut werden müssen.

Wie schon mit der vergangenen Ausgabe der JOBSintern wollen wir Sie auch diesmal wieder aktiv unterstützen. Sie finden in dieser Ausgabe:

- viele reizvolle Stellenangebote
- Erfahrungsberichte
- Ansprechpartner
- Standortprofile
- Informationen rund um den Job

raus aus dem Gewohnten, rein in neue Herausforderun- und Mitarbeiterinnen nur empfehlen, einmal über den gen, Denn ein Wechsel bietet klare Chancen für die per- "Tellerrand" zu schauen und auch mal "andere Luft" zu achnuppem.

das ist sicherlich nicht immer einfach - aber die beste sel nach Detroit in die USA. Nach vier Jahren Frankfurt waren neue Eindrücke und andere Sichtweisen sehr

Laut einer Umfrage von TNS Emnid/chrismon würden 56 Sowohl berufliche als auch familiäre Herausforderungen

Nutzen Sie die Chancen und Möglichkeiten bei Continental, ich wünsche ihnen viel Erfolg und wertvolle neue

intern | Ausgabe 02 | August 2008

Mustermechaniker (m/w)

in Bebra

- Aufträge auf Vollständigkeit und Richtigkeit prüfen
- Unstimmigkeiten/Unklarheiten mit internen/externen Kunden abklärer
- Material/Teile zusammenstellen und disponieren
- Bei Mustern die Zeichnungen prüfon und Maße, Materialian haw. Werkzeuge ergänzen und festlegen
- Für neue Produkte, Sonderausführungen usw. einzelne Teile/Muster herstellen
- Unterstützung der Konstruktion/Entwicklung bei technischen Lösungen sowie der Montage bei Serieneinführung
- Einzelgeräte/Muster nach Zeichnung montieren
- Mess- und Prüfmittel für die Zwischen- und Endprüfung festlegen und auswählen
- Fehler beseitigen bzw. Nacharbeiten durchführen
- Entsprechend der Vorgaben selbstständiges Anfertigen von Vorrichtungen und Schablonen für die Herstellung von Teilen

- Abgeschlossene 3-jährige fachspezifische Berufsausbildung (z.B. Industriemechaniker)
- Englischkenntnisse



Job D08-03586

Im Funktionsbereich Produktion. Montage, Qualitätsmanagement haben wir - neben anderen - die folgenden Positionen zu besetzen:

 Werkzeugmechaniker/Formenbauer für Kunststoff-Spritzgießwerkzeuge (m/w) in Villingen-Schwenningen

Der letzte Schliff für Ihre Bewerbung

Jobsuche bereits ein Weilchen zu- neue Karriere starten können. rückliegen, haben Sie vielleicht Fra- Rufen Sie uns an: gen: Wie sieht heute ein Lebenslauf • Continental Recruiting Center. aus, wie ein Anschreiben? Müssen Region Nord: 0511/938-1717 alle Zeugnisse beigefügt werden? (Christiane Tieste) Gibt es Bewerbungsstandards? • Continental Recruiting Center. Diese und andere Fragen beant- Region Mitte: 069/7603-2437 worten wir gern in einem Gespräch (Servicetelefon) rund um Ihren persönlichen Bewer- • Continental Recruiting Center. bungsunterlagencheck, Wenn Sie Region Süd: 0941/790-7777 sich intern verändern möchten und (Servicetelefon) Beratungsbedarf haben, vereinberen Sie einen Termin mit einem/-r Wir freuen uns auf Sie! unserer erfahrenen Recruiter/-in- Ihre Continental Recruiting Center

Wenn Ihre Aktivitäten in Sachen nen, damit Sie mit Vollgas in Ihre

> Wotzlar

Der Standort Wetzlar ist >> Headquarter und Entwick- läuft über das Requirements-Entimedia. Mit derzeit etwa 380 tektur in die Entwicklungsdiszi-Mitarbeitern ist Wetzlar auch der - plinen und steht auf einem sehr arößte Entwick-

der BU Multimedia und soll deutlich gestärkt und ausgebaut wer-

den. Derzeit haben wir etwa 40 arbeiter, die sich für Neuerungen offene Stellen für qualifizierte interessieren und auf dem ak-Ingenieure und Informatiker. Ne- tuellen Stand der Technik entwiben Produktapolikationen liegt ckeln möchten. unser Schwerpunkt auf Plattfor- Sie können sich aus einer Entmen für europäische OEMs, die wicklerfunktion zum Beispiel weltweit als Basis für Multimedia- zum Software-Projektleiter Soft-Produktentwicklungen genutzt ware-Architekten, System-Archiwerden. Die Technologie der Multimedia-Systeme ist an- ments-Manager weiterentwispruchsvoll - im Prinzip bringen ckeln. Haben Sie Spaß an Multiwir einen Multimedia-PC zu media-Anwendungen und den Automotive-Bedingungen ins Ehrgeiz, sich fachlich und per-Fahrzeug, Regelmäßig entste- sönlich weiter zu entwickeln? hen neue Anforderungen durch Dann ist uns Ihre Bewerbung Innovationen sowohl aus der sehrwillkomment

Consumer-Elektronik als auch Leiter Personal BU Multimedia aus dem Automotive-Umfeld. Unser durchgängig Tool-unterstützter Entwicklungsprozess lungszentrum der BU Mul- gineering und die System Archihohen professionellen Niveau. Wenn Sie an fachlich herausfordemden Aufgaben interessiert sind, finden Sie in der BU Multimedia alle Möglichkeiten. Deshalb suchen wir qualifizierte Mit-

tekten oder System-Require-

Weitere interessante Aufgaben und Herausforderungen finden Sie im Intranet in JOBS-Online unter C.INSIDE > Konzern > Personal > JOBS-online internal oder mit Klick auf

Internal Job Market

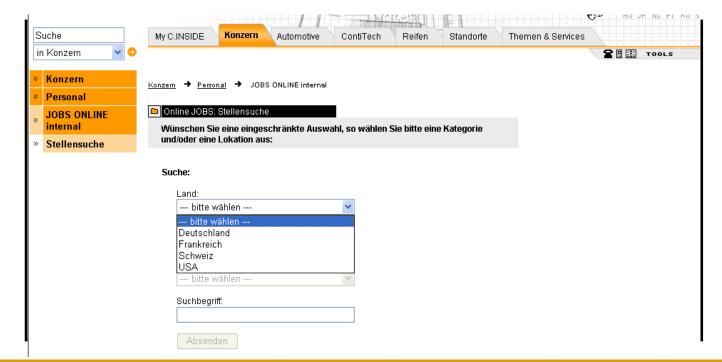


All currently open and approved positions are published on the Continental Intranet > jobs online.

This tool fosters a transparent internal job market - now and in the future.

Intranet Link: Corporation >> Human Resources >> JOBS ONLINE

internal





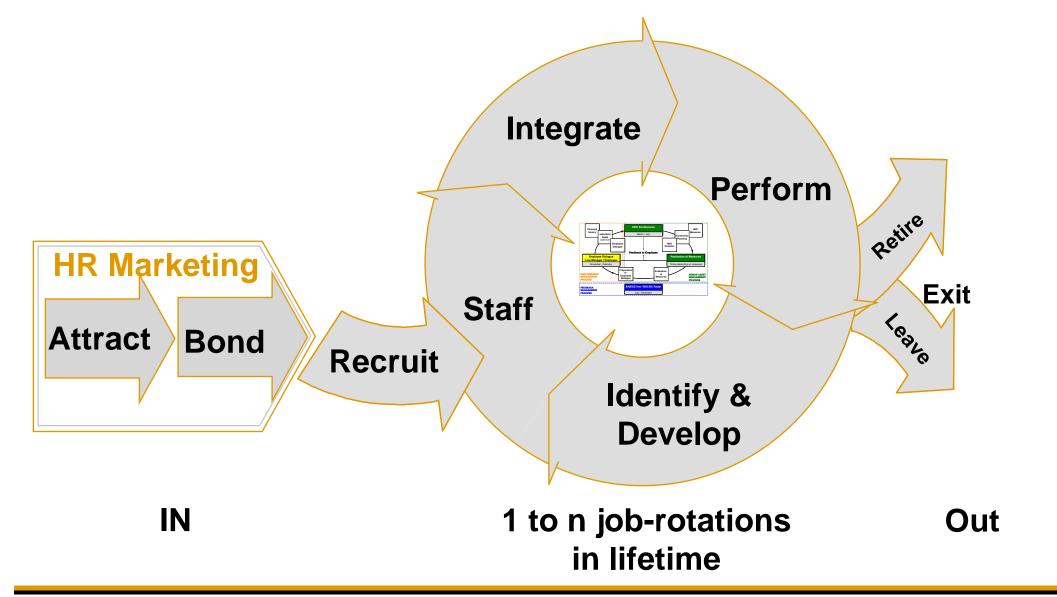
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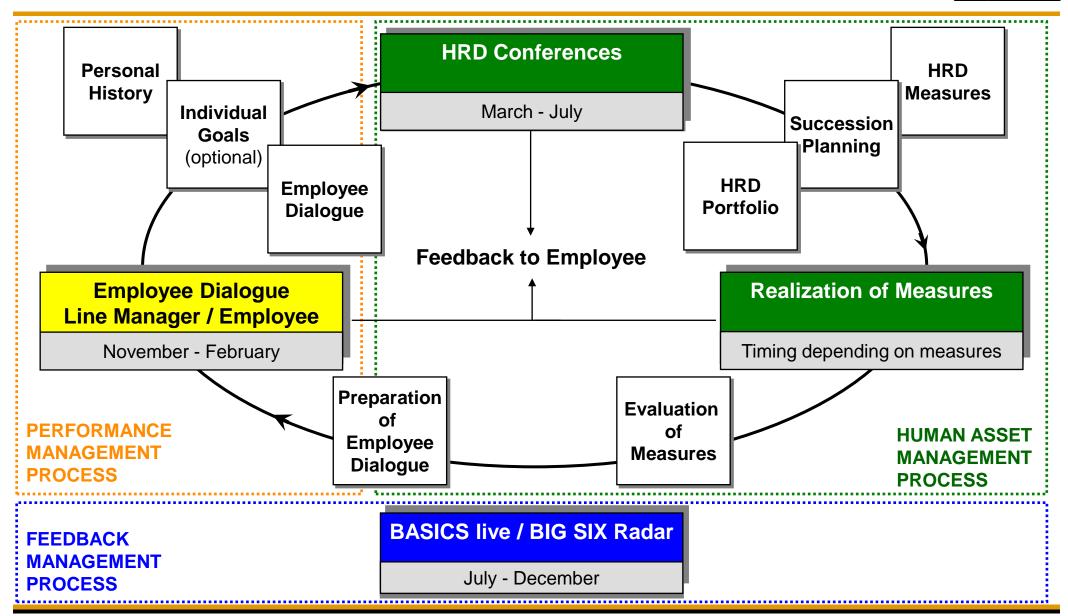


Core Human Resources Development Processes embedded "Employee Lifecycle" together





Human Resources Development Cycle and Forms





Conti Calendar on three Core HRD Processes together

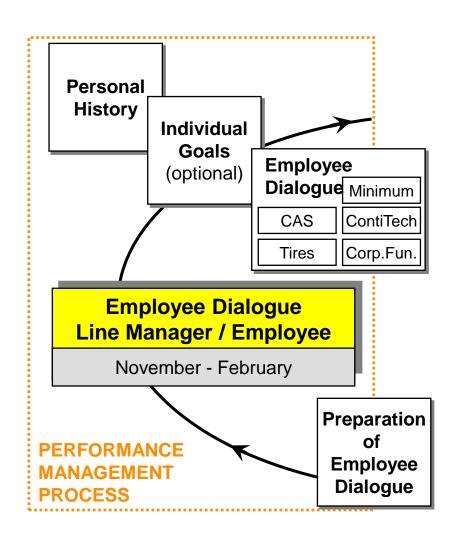
Process	Instruments		January	February	March	April	May	June	July	August	September	October	November	December
Performance Management Process	 Employee Dialogue Performance review Individual goals (optional) Individual development measures 													
Human Asset Management Process	HR Development Conferences HRD Portfolio Succession Planning HRD Measures	Division Executive Board												
Feedback Management Process	BIG SIX RADAR* – Continental's 360° Feedback** BASICS live – Continental's Employee Commitment Survey**		-											

^{*:} for Executives and Senior Executives **: every third year



Performance Management Process





To support and enhance our highperformance culture, it is crucial to manage
individual performance. Therefore, the yearly
employee dialogue is the heart of our
performance management process. It is
based on our BIG SIX competencies and
combines a review of performance and
potential, individual development planning
as well as individual goal agreement.



Continental's Definition for Competencies



COMPETENCIES

Knowledge (= Skills)

- Technical
- Specialized
- Methodology

Experiences

- Professional
- Projects and/or Processes
- Leadership
- Intercultural

Capabilities BIG SIX Vision Entrepreneurship Execution Drive Learning

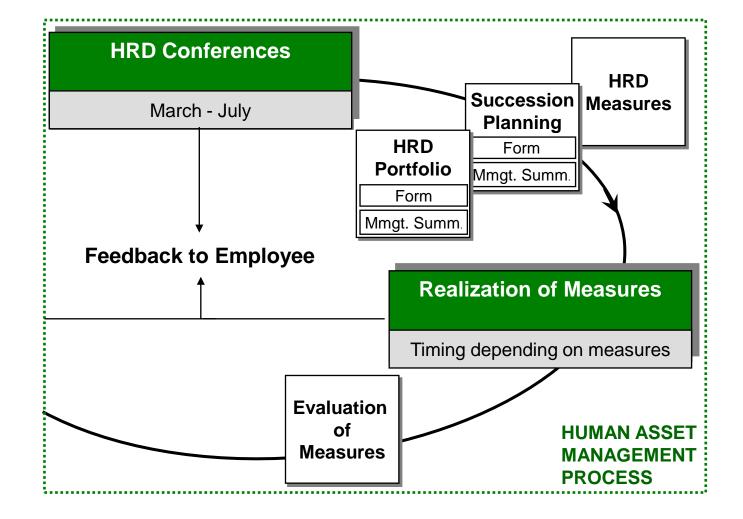
Interaction



Human Asset Management Process



To meet the challenge of an international growing company, we provide a sound human asset management process. We have defined common standards for HRD conferences, HRD portfolio as well as succession planning. This enables us to detect gaps in our personnel structure and anticipate any business requirements.





Target Groups for HRD Initiatives

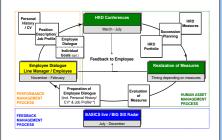


Trainees & Interns

All Employees

New Employees

Managers



Shop Floor Employees

Project Leaders

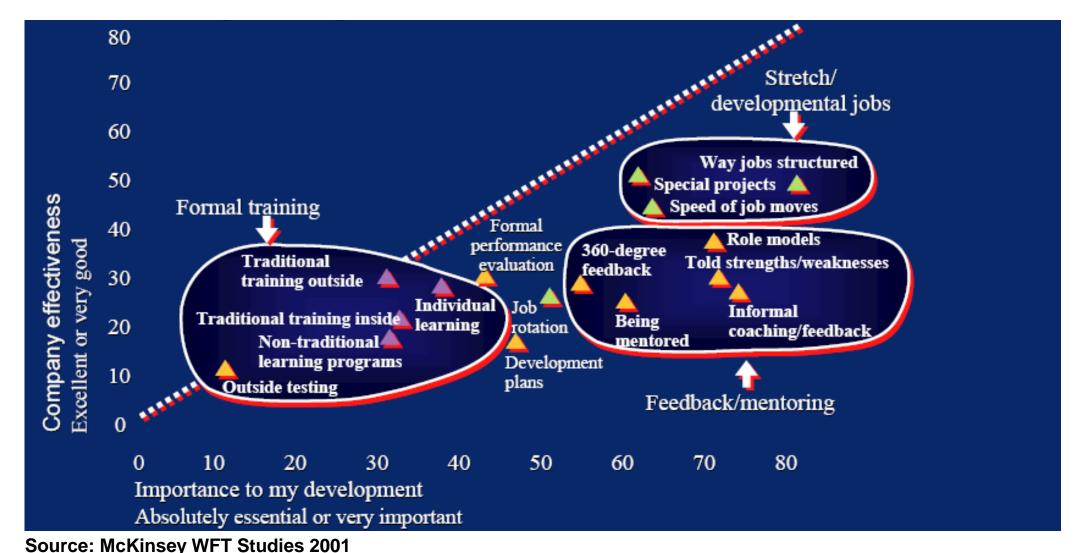
Experts

Potentials



Effectiveness of HRD Initiatives

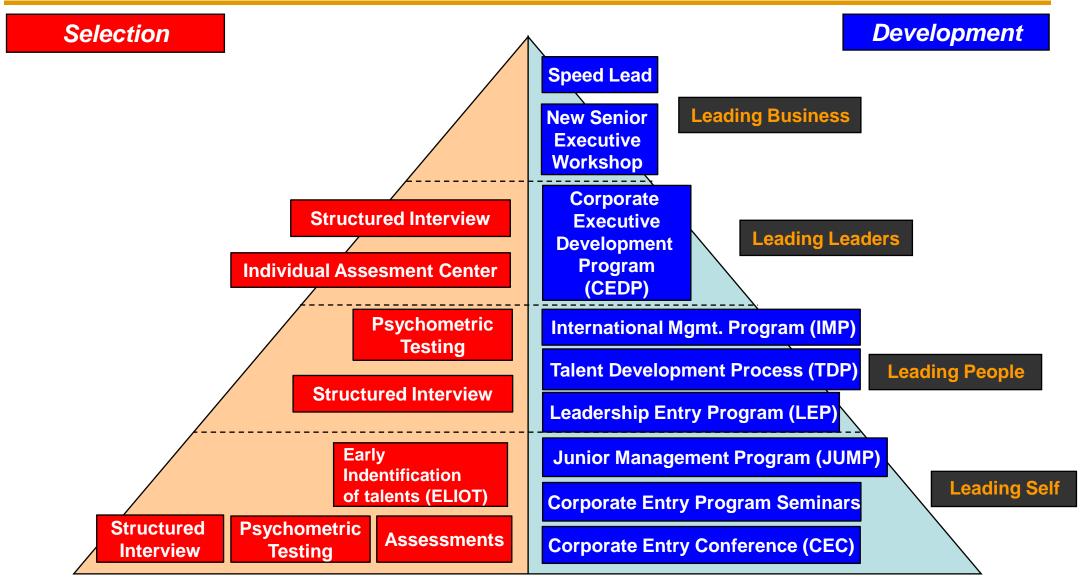






Summary Framework Selection and Development

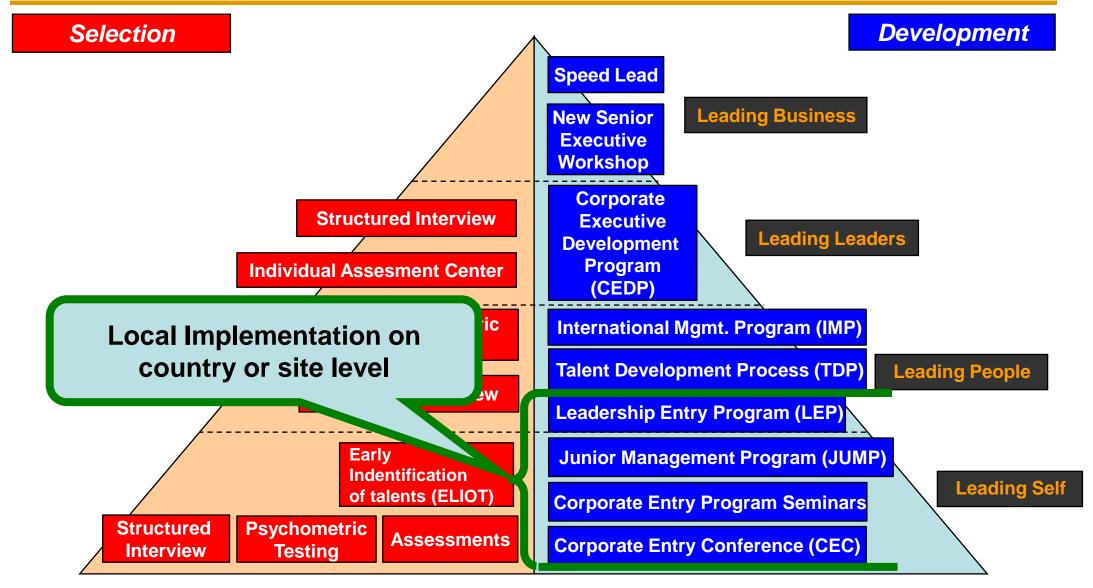






Summary Framework Selection and Development







Innovative HRD Initiatives



- Talent Development Process (TDP)
- International Management Program (IMP)
- Corporate Executive Development Program (CEDP)

* New GEE-Universities



Summary Framework Selection and Development

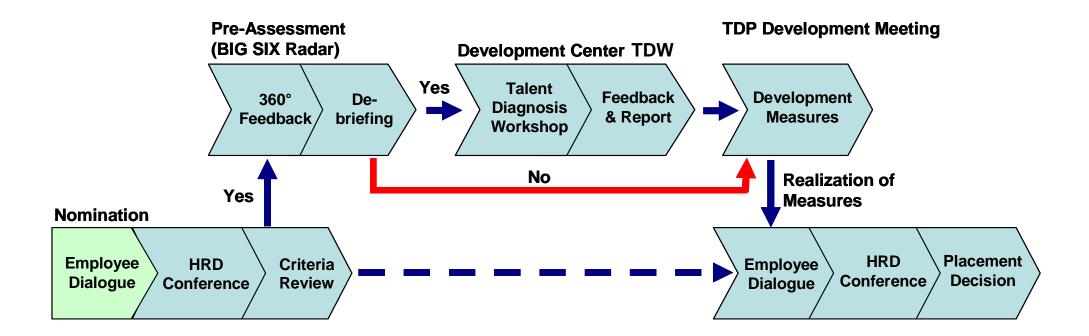






Talent Development Process (TDP)

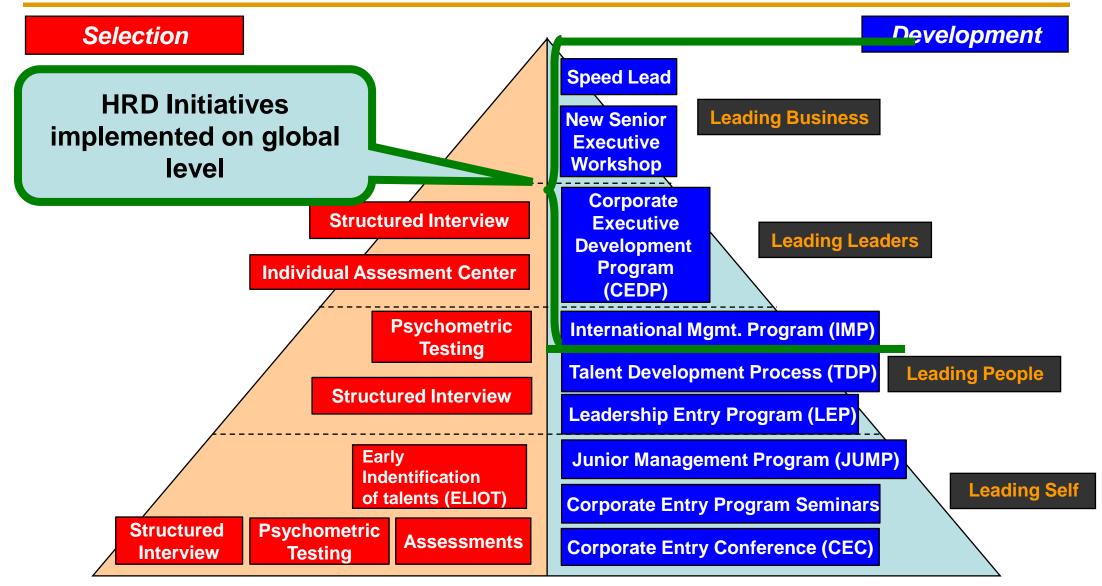






Summary Framework Selection and Development







International Management Program (IMP)



Pre Selection

- Dialogue with superior
- HRD Conference
- BIG SIX
 Radar

Module 1 Hanover

GETTING STARTED

Teambuilding

Strategy

Sponsors briefing; "Contracting" & planning

5 days

Module 2 USA

BUSINESS SCHOOL

Marketing

Finance

Benchmarking

Story Boarding

8 days

Module 3 Asia

EMERGING MARKETS

Supplier Visits
Individual Feedback (OPQ)
Present. Skills
Implementation

6 days

Module 4 Hannover

FINAL PRESENTATION

to Senior Executives & Board Members

4 days

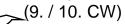
Feedback

- Individual / project teams
- Debriefing divisional HR/ Sponsors/ Participant

June - July

August -November January (2. CW)

February / March









June / July (27. CW)

Total: 23 days

Project Work

- Data gathering
- Interviews
- Research
- Project design

- Further Interviews
- Documentation
- Benchmarking
- Research

- Status reports about project progress
- First implementation steps
- Evaluation & design of business solutions
- · Final Presentation

Business Coaching / Consulting / Individual & Team Feedback



Corporate Executive Development Program (CEDP)



1 4,<u>5 days</u> 2 3 - 6 days 3 days **Process:** Module 2 **Module 3** Module 1 at **Business School** Strategy (Choose one module) **Value Creation** Strategy Strategy **People Management Content:** Value Creation **Value Creation People Management People Management Ind. Development** Dates: June 08 June 09 **July 08 – May 09**

Further HRD Initiatives for local Implementation

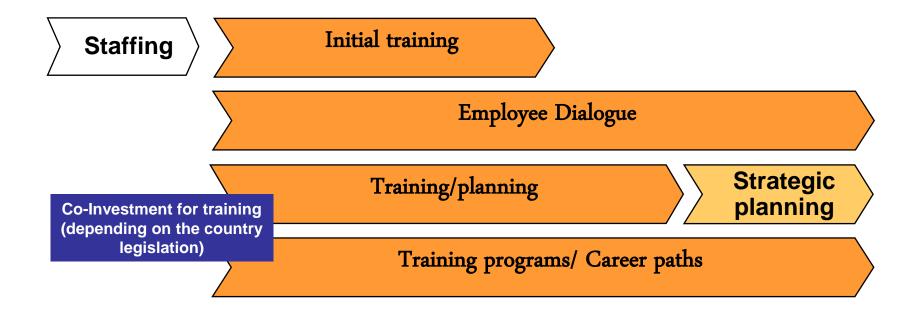


- Cross Moves / Job Rotations
- Project Assignments
- Mentoring / Coaching
- Open Training Programs together with external training organizations, e.g. CONTUR our strategic partner or NewHorizons (IT Training ww)
- Local Conti Universities including Conti Bachelor and Conti Master Studies
- Local Implementation of minimum standards for HRD on shop floor level



Minimum Standards for HRD Shopfloor Processes





Please tick the boxes on the next pages if the processes are in place (see example):

Medical check



Feedback Management Process: BASICS live



- Continental's Employee Survey BASICS live was designed to further improve
 - our corporate culture
 - the way we deal with our stakeholders
 - our products and services
- BASICS live is a standardized survey incl. all employees corporate-wide
- This survey run bi-annually (2006, 2008), in future every 3 years (2011, 2014)



FEEDBACK
MANAGEMENT
PROCESS

BASICS live / BIG SIX Radar

July - December



Feedback Management Process: BIG SIX RADAR



- Continental's 360° Feedback BIG SIX Radar was designed to
 - improve leadership behavior & co-operation
 - identify strengths & development areas
 - have a positive impact on our corporate culture.
- In the BIG SIX Radar process managers HAY Grade 13 and higher receive feedback systematically and anonymously by their (functional) manager, by their peers, by their staff and internal customers and they do a self assessment
- BIG SIX Radar runs tri-annually (2007, 2010,...)



FEEDBACK
MANAGEMENT
PROCESS

BASICS live / BIG SIX Radar

July - December



Summary: Value Contribution through HR Core Processes together

- 1. Employer Branding, Recruiting and Staffing Processes:
 - -> Hiring talents according to business plans
- 2. Performance Management Process:
 - -> Contributing to value creation and performance improvement
- 3. Human Asset Management Process:
 - -> Filling positions more adequate with qualified people
- 4. The Feedback Management Process:
 - -> Improving corporate culture and leadership quality



Further Information & Contact Data



www.continental-corporation.com www.careers-continental.com www.global-engineering-excellence.org www.gee-geip.org

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