

# LARS ASPLING

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## Profession

Management consultant with specialist knowledge in business development, business support, business management and operational efficiency. Active in my own company since 1992.

## Special skills

Analysis of various business activities and supporting business processes and design of the proposals to streamline them to fit and support business development plans. Author of the book "The Swedish Securities Market". Assistant to "Företagsdoktorn", Professor Ulf af Trolle in the drafting of his economic memoirs "Ett andfått liv". Experienced speaker in the field of my expertise.

## Education

MBA with the emphasis on accounting. Supplemented by courses in management theory, business intelligence, information and presentation techniques, and various courses in management and finance. Certified Management Consultant (CMC) in accordance with ICMCI's international professional standards and graduate analyst in business intelligence. Trained in accordance with new EU requirements to gain approval as evaluator in ongoing evaluation.

## Professional experience

I started my professional career in 1972 as an accountant for SMEs. During 1976 – 1986 I deepened my knowledge in accounting and practical management as head of SCA's office of central accounting and as administrative director at SCA Shipping AB. Over the following six years, I held various senior positions in the financial markets and acquired new skills, which I have subsequently developed in my consulting business. In my profession as a management consultant since 1992, I have served a large number of SMEs as well as large companies in various sectors.

## Working method

I applied a process-oriented approach in which the client's employees play an essential part. In my experience, solutions to most problems at a company can be found within the company itself. With an outside perspective and a sound platform for communication, I can activate the employees' energy and skills so that both problems and solutions become clear. Typically, an engagement received from senior management begins with a study in which I identify critical activities focusing on the core business and its values and the company's plans for the future. The next step is the deep-dive workshop process with management and other employee involvement, followed by proposals for action. Finally, the proposed steps to be taken are implemented to achieve the objectives.