

High Performing Leaders For Demanding Times



Coaching & Training with *Sharon Melnick* PhD

Sharon Melnick, Ph.D. is an executive coach and trainer who works with high potential and senior executives to rapidly remove any blocks to their leadership effectiveness. She combines 'best practices' executive coaching approaches with behavior change methods she developed over 10 years as a psychologist at Harvard Medical School.

In every organization she has been brought into, Sharon has become the 'go to' trusted coach for HR colleagues, establishing a consistently strong track record of completed coaching objectives even with clients who are considered "difficult to work with".

She gives clients a laser-like understanding of the drivers behind their behaviors, and then provides tools to raise the bar on their communication, interpersonal, and management styles. Clients achieve the trust and respect of others and broad-based impact. They master the ability to handle the stresses of the current economic climate.

Though she has worked with a broad spectrum of business professionals, Sharon's special expertise is with:

1. Clients preparing for greater leadership responsibilities whose success depends on further developing executive presence and confidence, expanding respect with senior management and influencing upwards communications.

Clients "get out of the weeds" so they can communicate more strategically. Clients take control of navigating next career steps.

2. Clients ready to balance their hard driving, results orientation with respectful communication and relationship effectiveness.

Clients move beyond a potentially career limiting style by sharpening listening skills and discovering a tone and approach that motivates others to high standards. Clients create positive culture change on their teams.

3. Clients who could benefit from improving or expanding their communication style. Coaching helps the client move beyond any communication obstacles so communication is concise, confident, inspiring, respectful, appropriate, etc.

POPULAR CORPORATE TRAININGS

Get More Done with Fewer People:

7 Immediately Applicable Techniques that Increase Focus, Engagement, and High Performance in Stressful Times

Leading an Organization from Breakdown to Breakthrough: Self Management Mastery for Effective Leadership

How Talented and Successful Salespeople Get in their Own Way and How to See Significant Revenue Gains Fast!

Being the Eye of the Hurricane:

How HR professionals can be Resistant to Stress so you can Support Others without Depleting Yourself

"Sharon's successes with my managing director are the benchmark by which we measure the effectiveness of coaching"
-Ed Rubin, Managing Director
Deutsche Bank

"An immediate noticeable turnaround in the client's effectiveness with colleagues"
- Cindy Morgan, Director of OD,
Visiting Nurse's Service, NY

"We've been stunned by the results. Productivity, morale, and team performance are at all-time high levels. Her understanding of the human mind and behavior is remarkable. If you're looking for a 'silver bullet' to help high-potential employees at all levels expand beyond their current success level to performance beyond belief, look no further."
- Clare Dolan, V.P., Oracle Corp.

Sharon Melnick, Ph.D. blends her expertise in leadership development with her ten year background as a psychologist affiliated with Harvard Medical School. She has a broad base of experience with clients including Deutsche Bank, Monster Worldwide, Oracle Corp., Merrill Lynch, Pitney Bowes, Deloitte Consulting, UBS, Korn/Ferry International, Northwestern Mutual Financial Network, Visiting Nurse's Service NY, Carpenter Technology, and many others.

Her education is from Yale University, U.C. Berkeley, Harvard Medical School and Institute for Management Studies. Dr. Melnick has taught her effective performance skills at the Carroll School of Management at Boston College as well as in dynamic trainings at Fortune 500 companies and business associations. She is also a leading authority on techniques that make business professionals resistant to the effects of stress.



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