

# High Productivity and High Performance in Stressful Times



With Corporate Trainer and Talent Development Expert Sharon Melnick Ph.D

**Sharon Melnick, Ph.D.** is a psychologist/ executive coach and dynamic corporate performance trainer.

Her approaches are informed by 10 years of research at Harvard Medical School, best practices in leadership development, and training in cutting edge stress resilience techniques.

She has appeared as an expert multiple times for the American Management Association, Working Mother Media, American Staffing Association, Success Television and provided her insights for organizations such as IBM, Coldwell Banker, Chubb Oracle Corp, Deloitte Consulting, MedImmune, Bloomberg, Monster Worldwide, and many others.

She is a frequently requested speaker for corporate trainings, conferences and business association meetings.

**Popular trainings**  
(available as “in person” trainings, Videos, and Intranet-hosted Audios)

## 1) Prescriptions for Personal Productivity in Demanding Times

Extensive repertoire of self-management strategies to Eliminate Interruptions and Distractions; End Procrastination and Sustain Motivation, Contribute More Confidently; Have Clarity on Priorities and Clear the Mental Clutter for Focus. Users consistently report getting vastly more done, being noticed by their boss for productivity gains, and leaving work on average an hour earlier everyday.

## 2) Success under Stress: Tools for Resilience to Workplace Stress

Popular and useful toolkit to work at one’s highest capacity and ‘control what you can control’ even in environments with a lot of pressure and high workload. Tools for emotional control, turning off distractions, minimizing the drain of politics, etc.

## 3) Friction Free Relationships at Work: How to Get Anything Done Faster and Smoother through Anyone

Communication to be understood the first time, get the deliverables you need, deal effectively with a variety of difficult people, and navigate politics – so you can have the impact you seek.

## 4) Take Charge of your own Transformation: Tools to Accelerate Leadership at the Next Level

Gives tools for emerging leaders to ‘know their value’, be proactive about their development, and take responsibility for decisions so they can distinguish themselves as a high potential who will be successful as a senior leader.

# Could Your Employees Use Concrete Tools To Help Them Work At Their Highest Capacity in Demanding Times?

Dr. Melnick's Toolkit is available in many formats:

▶ **Presentations and Trainings**

*(for group trainings, corporate retreats, professional and leadership development, sales meetings, women's networks, diversity initiatives, ERGs, work-life offerings.,*

▶ **Webinars or teleseminars**

▶ **Intranet-based audio trainings**

Sharon's successes with my managing director are the benchmark by which we measure the effectiveness of coaching.

- Ed Rubin  
Deutsche Bank

"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.

"Your presentation was excellent, it exceeded our expectations. It had more meat on it than you usually hear. Learning how to separate from the emotional, that alone reduces the stress -

it was useful both at work as well as in your personal life. All of us got A LOT out of it"

-John Pringle, Training Facilitator, JOM Pharmaceutical Services, Inc.

She communicated very practical action items I can use with anyone, regardless of corporate status. She helped me identify a huge personal road block and tools to overcome it. The message was applicable to professionals at any level. I loved this training, it was an excellent experience!

- Anna Patel, General Electric, Multicultural Women's Conference

"Phenomenal! Sharon shared business-focused solutions combined with techniques to personally de-stress. I put them to use immediately to make a business challenge go smoothly!"

-Sandy Hadaad, General Mills

## About Sharon Melnick

Sharon Melnick, Ph.D. blends her expertise in leadership development with her 10 year background as a psychologist affiliated with Harvard Medical School. She has a broad base of coaching executive clients at organizations including FreddieMac, Deutsche Bank, Monster Worldwide, Oracle Corp., Merrill Lynch, PitneyBoves, Deloitte Consulting, Korn/Ferry International, Northwestern Mutual Financial Network, Visiting Nurse's Service NY, Carpenter Technology, Club Monaco, and many others. She is a leading authority on how practical solutions for businesspeople can make outstanding work contributions in stressful and demanding work environments.



Dr. Melnick serves regularly as an expert speaker for the American Management Association, Working Mother Media, the Carroll School of Management at Boston College and conducts dynamic trainings at organizations such as IBM, Chubb, Pratt and Whitney, MedImmune, Coldwell Banker, and many business associations. Her education is from Yale University, U.C. Berkeley, Harvard Medical School and Institute for Management Studies.