

# Consultant Biography

## Mark Morgan

Senior Consultant & Executive Advisor

Mark Morgan has a 30 year history of work with individuals, teams and organizations helping them clarify what they want and focus on getting it . His belief is that solutions to organizational challenges are best constructed to match the unique DNA of the organization. Mark has dedicated his career to implementing pragmatic solutions based on the best research available. This means that Mark's focus is on what the organization can accomplish given their situation, competency and desire. Mark's bias is that the real strategy of an organization depends on the decision process that determines actions that serve short term, long term and transformational goals. Organizations that have created decision clarity have the ability to create outstanding results are great places to work. This also creates a challenge because as Mark puts it "To get what we have never had, we must be willing to do what we have never done".



Throughout Mark's career, that covers engineering, line management, leadership development, business start-up, project management, program management, portfolio management, strategic planning, workshop facilitation and public speaking, Mark has worked with individuals and companies in the high-tech, bio-tech, construction, consumer goods, high volume manufacturing, software, healthcare and internet industries.

Mark creates a learning environment where clients make progress on addressing their issues while gaining the ability to address their future challenges. In this way, Mark combines today's "fishing" with tomorrow's "ability to catch fish". Mark believes in creating real organizational capability.

### Other Experience

Prior to becoming an independent consultant, Mark started his professional life at IBM as an engineer and progressed to the level of Senior Engineer. After leaving IBM, Mark consulted with organizations in leadership development and executed two business start-ups. In 1997, Mark joined IPS, a company with a unique relationship with Stanford University. Mark worked to help create an award winning program at Stanford called Stanford Advanced Project Management and delivered education and consulting services in project, program and portfolio management. He is the lead author of two books. The first "Executing Your Strategy" was published in 2008 and became a business book best seller. The second book "Executing Your Business Transformation" was published in 2010 by Jossey-Bass.

### Clients

Mark's clients over the last 12 years span many industries and situations. Mark's skills and abilities are applicable in a wide range of situations and challenges that have been applied both in the US as well as internationally

- Blue Shield
- Cisco Systems
- Boeing
- Power One
- A123 Systems
- FGX International
- Procter and Gamble
- ALLDATA
- Schneider Electric
- American Power Conversion
- Symantec
- University of Iceland

### Degrees and Certifications

Mark holds a B.S. in Engineering from Cal Poly San Luis Obispo and an MBA from Golden Gate University. He is a Stanford Certified Project Manager and PMP Certified by the Project Management Institute. Mark is certified in the delivery of the Insights Discovery personal profile

## Contact Information

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