



### **John P. Kotter**

John P. Kotter is internationally known and widely regarded as the foremost speaker on the topics of Leadership and Change. He is the premier voice on how the best organizations actually achieve successful transformations. The Konosuke Matsushita Professor of Leadership, Emeritus at the Harvard Business School and a graduate of MIT and Harvard, Kotter's vast experience and knowledge on successful change and leadership have been proven time and again.

When speaking to groups, Kotter draws on the history of recent successes and failures in the business world. He explores the new rules of leadership and the importance of lifelong learning in the post-corporate world. Kotter offers the leadership tools necessary to achieve success in a business world that reinvents itself every day. He continues to speak at Harvard Business School Executive Education Programs, including the prestigious Advanced Management Program (AMP). These highly competitive professional seminars were created by Kotter to teach the important steps needed for successful leadership and change. When John Kotter speaks to an audience he speaks with one and only one goal: to motivate action that gets better results.

Kotter has authored 17 books, twelve of them bestsellers. His works have been printed in over 120 languages and total sales exceed two million copies. His latest book, *A Sense of Urgency*, focuses on what a true sense of urgency in an organization really is, why it is becoming an important asset and how it can be created and sustained. Just released in September of 2008, *Urgency* reached #7 on the New York Times bestseller list in early October.

John Kotter's international bestseller *Leading Change*—which outlines an actionable eight-step process for implementing successful transformations—has become the change bible for managers around the world. Our *Iceberg Is Melting*, the New York Times bestseller, puts the eight-step process within an allegory, making it accessible to the broad range of people needed to effect major organizational transformations. His books are in the top 1% of sales on Amazon.com.

John Kotter's articles in *The Harvard Business Review* over the past twenty years have sold more reprints than any of the hundreds of distinguished authors who have written for that publication during the same time period. Kotter has been on the Harvard Business School faculty since 1972. In 1980, at the age of 33, he was given tenure and a full professorship, making him one of the youngest people in the history of the University to be so honored.

The many honors won by Professor Kotter include an Exxon Award for Innovation in Graduate Business School Curriculum Design, a Johnson, Smith & Knisley Award for New Perspectives in Business Leadership, and a McKinsey Award for Best Harvard Business Review Article. Professor Kotter's *Leading Change* was named the #1

Management Book of the Year by Management General. In 1998, his *Matsushita Leadership* won first place in the Financial Times, Booz-Allen Global Business Book Competition for biography/autobiography. In 2003, a video version of a story from his book *The Heart of Change* won a Telly Award. In 2006, Kotter received the prestigious McFeely Award for

"outstanding contributions to leadership and management development." In 2007, his video "Succeeding in a Changing World" was named best video training product of the year by Training Media Review and also won a Telly Award.

Professor Kotter resides in Cambridge, MA.

## Speech Topics

### **A Sense of Urgency**

Clients will explore the importance of this seemingly easy to express topic. What is the right way to create a sense of urgency? What is a false sense of urgency? Where do you go once the urgency is established? These and other important questions will be answered as your company explores how to follow the right path to establishing a true sense of urgency and continuing down the road to successful change.

### **Leading Change**

This speech focuses on the eight-step process of implementing successful transformation. You will learn how companies can achieve their goals and how important it is to have successful leadership in order to make change happen. With personal attention to a company's efforts and failures, John Kotter can help to create lasting change as well as successful leaders.

### **Our Iceberg Is Melting**

When change is needed in an organization, sometimes the hardest part is getting everyone to believe it. John Kotter will introduce his eight-steps for successful change in an easy to understand format. By providing the guidance needed in an ever changing world, audiences will begin to see how dealing with the challenges of change can be compelling when presented in the right way.

### **Succeeding in a Changing World**

As the economy and world change, so must organizations. The pressure for organizations to modify their business will only increase in the years to come. Many times a good plan can get lost in the midst of implementation. The methods used to restructure or reorganize often fail due to complacency, loss of traction, lack of leadership and other barriers. Learn from John Kotter how great companies succeed where others fail to achieve lasting change in today's world.

### **Leadership vs. Management**

Many organizations today are over managed and under led because people do not know the difference between management and leadership. There are significant differences and each have an effect, both negative and positive, on a company's performance. John Kotter will explain and motivate the vital importance of the right leadership needed for a company's success.

## Testimonials

"Many thanks for extending your Asia trip to attend our recent conference. All the feedback suggests that you were the highlight of the two days and you have kicked off our change programme magnificently."

*Greg Dyke, CEO, BBC*

"On behalf of our Management Board, I want to thank you again for your outstanding presentation at our leadership team meeting in Dallas on January 8. Celanese has worked hard over the past couple of years to build a culture of performance and we recognize that is possible only with enlightened leaders. I believe you were successful in taking us to a new level

of understanding of the dynamics of leadership and in motivating many of us to 'practice' on a more emotional level."

*William A. Stiller, Vice President*

*HR and Communications, Celanese*

"Thank you for the brilliant job you did for us at Boca! You are exceptionally skillful at conveying a powerful leadership message."

*R. J. Herson, President, EFI*

## **Partial Client List**

Agilent Technologies	Danish Technological Institute
American Electric Power	Dell Inc.
American Healthways	Deloitte & Touche
American Standard	Diebold, Inc.
AMVESCORP	DUSA
ARAMARK Corp.	Edison International
Astra Zeneca	Edward Jones
Baylor Health Care System	EMKT Consulting Co. – China
Bell Canada	Endurance, Bermuda
BPB Plc	Equity Office Properties
BPW/USA	Ernst and Young, LLP
British Airways	ESADE Alumni Assn., Spain
Campbell Soup Company	Estee Lauder Companies
Capgemini	Executive Focus International
Capital One	ExxonMobil Chemical
CB Richard Ellis Ltd.	Fidelity Investments
CDG, Monterrey, Mexico	gabbegroup
Chip Ganassi Racing Teams	Genentech
Chiron Corporation	General Dynamics
Choice Homes, Inc.	Germanos Group

CIGNA  
Cinergy  
CIO Communications, Inc.  
CNA  
Coca-Cola Africa  
Coca-Cola Company  
Compaq Corporation  
Computer Associates

Gillette  
Global Santa Fe  
Google Inc.  
Great American Ins. Grp.  
Hexaware  
HP Financial Services  
Hudson Group  
ICBI/Leaders in London

IDC  
Johnson & Johnson  
Leaders in Moscow  
Lehman Bros. Inc.  
Linkage, Inc.  
Logitech  
Maximum Impact  
McGraw-Hill  
Merck & Co., Inc.  
Mercuri International Ltd.  
Merrill Lynch  
MGMA  
Microsoft Corporation  
Mitsubishi Corporation  
MTV  
M & T Bank  
National Express Corp.  
Nedbank, South Africa  
Neoset Management  
Nielsen Media Research

Rogers Wireless  
Safeco Insurance  
SAS Institute (Canada) Inc.  
S.C. Johnson Companies  
Sealed Air  
Sony Corporation of America  
Southwest Power Pool  
Standard Bank, South Africa  
Symantec  
TAP Pharmaceutical Products  
Teen Mania  
The Associated Press  
The Bank of Nova Scotia  
The Leadership Center  
The Siegfried Group  
The Titan Corporation  
The World Presidents' Org.  
Training Magazine  
Transformation Partner  
Tremco Roofing

Norfolk Southern

NOV

Novell

Novartis International

Novartis, Switzerland

One BBC

Pick `n Pay

Pink Elephant Inc.

Prothesis Consultants S.A.

Public Storage

Ratech Corporation

Robert Bosch S.p.A., Milan

Tribune Co., Chicago

T. Rowe Price

Tyco Healthcare

VHA Southwest

VWR International

Warner Lambert

Wells Fargo

World Bank

W. R. Grace, London

Yahoo, Inc.

YPO, Dallas

Switzerland