



## Dave delivers tangible results.

John Cochran, President  
Executive Forum

### Clients

"Dave has been our global ambassador on how to lead change...outstanding job with our leaders all over the world."

Teresa Posakony  
Microsoft

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ADP

ExxonMobil

Honda

Merrill Lynch

Deloitte

Executive Forum

Hewlett-Packard

Intel

Microsoft

Nautilus

Panasonic

Tektronics/Xerox

Underwriters Laboratory

And many more

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### Topics

**Perpetual Leadership:** Why is it that some leaders keep increasing their impact while others never seem to scale up to the next level of leadership? Dave provides research, proven strategies, and tools to move leaders to the next level of success.

**Leading Change:** Why is it so hard to get organizations to change? Dave provides proven strategies and tools for creating buy-in and implementing organizational change.

**Achieving Discretionary Effort:** Why is it that top performing employees give 57% more effort than their colleagues? Dave provides proven strategies and tools for engaging employees to achieve greater success.

### Expertise

Dave A. Jennings, PhD delivers results. He is relied upon by leaders from Fortune 500s, State and Federal Government, and Non-Profits for his expertise in leadership, change, and communication.

Dave is President of Business Acumen, Inc. and has made over 1000 presentations to managers and executives. He engages leaders and their teams in powerful conversations that produce results on and off the job. He provides proven strategies and tools that increase profits, commitment, and accountability.

Dave is the author of *The Leadership Mentor* (a process for succeeding beyond one's experience). He has authored numerous leadership articles.

Dave is quoted in national and international publications including Industry Week, Investors Business Daily, and Sales and Marketing Magazine.

### Results

"Thanks...We successfully implemented an award-winning organizational change with your help"  
Eric Von Fuchs, Microsoft

"I closed a 12 million dollar deal using your communication tools"  
Sr. Manager, Intel

"Created just the buzz our event needed."  
Sonya Rodriguez  
Director, UCLA

"Gave me the skills to take charge in my new job as director"  
Director, Portland City

"Even though the topic was leadership, you really improved my marriage"  
Manager, Steelscape

"This was a life changing experience...now I view change as something to embrace"  
MBA candidate