

# KARLIN SLOAN & COMPANY

be the change.



Mary Federico

Mary is an energetic and seasoned consultant/coach/trainer, with 17 years' experience helping clients use behavioral science principles and techniques to get better results. She typically works with organizations undergoing considerable change, where leaders are being challenged in new ways. During her years with Rath & Strong Management Consultants, Mary gained deep experience with companies implementing process improvement programs, and she honed a practical and results-oriented approach to client issues. She is comfortable working at all levels, from the C-suite to the front line, and across different industries and cultures.

Mary specializes in helping successful professionals – particularly those who are highly analytical – increase their effectiveness in influencing, communicating, leading, building organizational commitment, and working more effectively with teams. She does this through one-on-one and team coaching, organizational consulting, and highly interactive workshops, particularly on influence and communications. Mary has had considerable success helping hard-charging leaders recognize the importance of emotional intelligence and learn to use it to get results. Her clients describe her as a catalyst for personal and organizational change.

Mary is a frequent speaker on the application of organizational behavior theories/practices to business problems. She is a native/resident of NYC, has worked around the world, and has dual US/EU citizenship.

## Areas of Expertise

Executive/Leadership Coaching  
Organizational Change & Communications  
Emotional Intelligence  
Building Influence & Social Power  
Employee Engagement/Commitment

## Publications/Affiliations

Author/co-author of two pocket guides  
(McGraw-Hill), *Change Management &*

*Communications* chapter of leadership handbook (Wiley), seven published articles and a business comic book  
Frequent speaker at International Quality & Productivity Center conferences in US and Europe  
Member International Coach Federation, APA, APA Society of Consulting Psychology and Mensa

## Education & Certifications

Executive Coaching Certification – Columbia University/Columbia Business School  
MA, Organizational Psychology – Columbia University/Teachers College  
BA, Computer Science – Queens College, CUNY  
Qualified in Myers-Briggs Type Indicator (MBTI)  
Certified in the Emotional Intelligence Profile and Leading Organizational Transition

**Confidential**

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