

A. James LoPresti, Ph.D., PCC

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SUMMARY

Emotionally and intellectually mature professional with a rich background in higher education (in-class and online), adult education, *applied* management and leadership skills, human development and coaching, emotional/social intelligence, leadership skills, information systems technology, distance learning, organizational development, strategic planning, high performance team building, humanities, linguistics, and American/English literature. **I also hold a PCC (Professional Certified Coach designation) certified by the International Coach Federation.**

American University of Rome, Rome, Italy

Visiting Professor/Consultant – January – October, 2014

I just returned from ten months at the American University of Rome where I was requested to co-develop (with a retired Navy admiral) a leadership institute for the business department. In addition, I taught courses in International Management and Leadership and Emotional/Social/Contextual Intelligence to the inaugural class of fourteen students.

University of Colorado, Denver, CO

Instructor – Jake Jabs School of Entrepreneurship (Business School) 2013 – Present

- Design and teach online leadership courses for combined MBA students in the Jake Jabs Center for Entrepreneurship and doctoral students in the nursing program of the University of Colorado Medical School.
- Teach entrepreneurship in the online program:
 - Essentials of Entrepreneurship
 - New Ventures Operations and Project Management
 - New Concept Development in Entrepreneurship
- Teach graduate and undergraduate marketing and entrepreneurship classes
 - MKTG 6560 – Marketing Management
 - MKTG 4700 – Personal Selling/Sales Management
 - MKTG 4620 – Customer Service Strategies
 - MKTG 4670 – Customer Relationship Management
 - MKTG 4050 – Applied Marketing Strategies
 - MKTG 3000 – Principles of Marketing
 - ENTP 6620 – New Venture Operations/Project Management

University of Colorado, Boulder, CO

Senior Instructor — Leeds School of Business, Full time faculty 2005-2012

- Designed/taught senior management seminar/capstone – 4000 level
- Taught Critical Leadership Skills – 3000 level course
- Taught Principles of Management Business Core class – 2000 level class (400+ students)
- Taught leadership in the CUBIC program (CU Business Intensive Certificate)
- Taught Leadership to 1st year MBAs
- Designed and taught online management/leadership course for undergraduates
- Designed and taught online management/leadership course for continuing education program
- First year instructor for President’s Leadership Class (a University scholars program)
- Faculty lecturer for CU Gold (Goal Oriented Leadership Development)
- Faculty lecturer for CU Office of Admissions

- Faculty adviser for Leeds Council, the business school student government
- Faculty adviser for National Society for Leadership and Success
- Faculty adviser for GlobeMed – a socially responsible student run not for profit organization
- Faculty adviser for Management Futures – management club at Leeds School of Business
- Mentor-on-Call for Graduate Career Services

Colorado State University, Fort Collins, CO

Adjunct Instructor, 2009 – present

- Design and deliver various online sessions on ethics and value based leadership and high performance team building for the EMBA program in Denver.

Facilitator/ Executive Education, 2010 – present

- Design and deliver ethics/corporate social responsibility sessions for the Center for Professional Development and Business Research in Fort Collins:
 - full day session on ethics/corporate social responsibility for the Strategic Organizational Leadership program
 - two day session on ethics/corporate social responsibility for the Emerging Leaders in Technology certificate program/2013
 - three day seminar on Ethics and Value Based Leadership in collaboration with the Better Business Bureau of Northern Colorado and Wyoming.

IEEE (Institute of Electrical and Electronics Engineers)

- Developed an online modular leadership development course
- Designed online assessment tools for online leadership course
- Designed online humanities survey course and assessment tools

University of Colorado, Boulder, CO – Leeds School of Business Executive Education – 2005 - 2011

- Developed and delivered a four day executive program – Peak Performance Leadership – working from a whole brained approach to leadership, incorporating emotional intelligence and social awareness into professional development and coaching. Some of the program objectives included:
- Identify and address the causes of conflict within and among teams
- Coach interest based negotiations and effective listening to reduce conflict
- Emphasize persuasion and credibility to achieve effective communication
- Facilitate understanding of how team dynamics can affect performance

University of Denver, Denver, CO

Director of Mentoring Program – 1994 - 1996

- Coordinated link-up of 70 faculty/500+ first-year students
- Planned and organized small and large group activities for students and faculty
- Managed \$148,000.00 budget
- Advised students on academic and personal matters
- Developed and presented faculty training sessions on boundary issues

Assistant Director of First-Year English – 1991 – 1995

- Co-wrote *A Student's Guide to First-Year English*, Burgess International Publishing Group, Edina, MN. 1995
- Taught Expository Writing, Persuasive Writing, and Writing About Literature.
- Scheduled and coordinated 38+ instructors for 60+ classes
- Coordinated special services and programs for first-year students

- Advised students and instructors on all academic matters
- Coordinated and facilitated state-wide composition convention hosted by University of Denver, 1994

Adjunct Professor—University of Denver Women’s College –

- Developed and taught a variety of adult education courses at The University of Denver’s Women’s College.
- Sample courses: Heart in the Marketplace, Multicultural Studies, American Transcendentalists, Shakespeare for the Millennium, The Literature of Self-Discovery, Sherlock Holmes and The Art of Deductive Reasoning

Adjunct Professor-University of Denver Daniel’s School of Business –

- Taught leadership seminars to continuing education professionals
- Taught business communications classes to undergraduate and graduate students

***CohereUs Consulting*, Denver, CO www.cohereus.com**

Founder/President 2005 - present

- Develop and deliver training, executive coaching, and facilitation in-class and online
Offerings include:
 - One-on-one Executive Coaching
 - Social/Emotional Intelligence
 - Teambuilding/Team Rebuilding
 - Conflict Resolution – Effective Negotiation Skills
 - Introducing and Leveraging Change
 - Cultural Transformation/Reformation
 - The Art of Storytelling for Leaders
 - The Art of the Creative/Innovative Leader
 - Aligning Senior Management
 - Diversity (multicultural and generational) Training
 - Building High Performance Virtual Teams

A sampling of clients include the following:

Men’s Leadership Institute (Women’s Vision Foundation)

Program developer/manager 2011 - present

- Designed and developed year-long leadership program for C level executives
- Design, develop, and facilitate monthly day-long leadership sessions
- Coordinate activities and presentations of three additional professional facilitators
- Manage logistical details of year-long leadership program
- Manage details of monthly day-long leadership session
- Coach four C level executives

The Leadership Ascent programs for men and women won, for The Leadership Investment, First Place in the Non-Profit Organization category of the 2014 Leadership 500 Excellence Awards, sponsored by HR.com.

Teleos Leadership Institute, Philadelphia, PA

Associate Senior Consultant 2009 - present

- Contract with Teleos as a senior associate consultant
- Authored two chapters of textbook on management – *Management: A Focus on Leaders* (Pearson) with Teleos founder Annie McKee (co-author of *Primal Leadership* and *Resonant Leadership* – Harvard Business Press)

- **Certified by Teleos for International Executive Coach certification (Professional Certified Coach - PCC) –under the auspices of the International Coach Federation**

Sanofi International, Paris, France

- Project managed an organizational-wide initiative for culture change/inclusion
- Facilitated three day-long sessions on cultural transformation
- Performed extensive appreciative inquiry interviews with 75 senior level managers worldwide

SAP, Waldorff, Germany

- Facilitated eleven five-day sessions on emotional/social intelligence and conflict resolution for senior level SAP executives in Singapore, France, London, Argentina, and Brazil

Colorado Dept. of Higher Education, Denver, CO

- Designed ½ day planning session for international student recruitment program
- Facilitated planning session of vision, mission, objectives, and goals for StudyColorado program
- Worked in an advisory role for ongoing development of StudyColorado program

UCAR (University Corporation for Atmospheric Research) Boulder, CO

- Participated on a leadership development panel with two senior UCAR managers for the “Measuring Up” Leadership Conference, Spring 2012.
- Designed and presented a seventy-five minute workshop on emotional/social intelligence for the “Measuring Up” conference.
- Developed and facilitate annually a day- long seminar in emotional/social intelligence for executive level managers within UCAR
- Coach high performance team building
- Facilitate effective relationship building and maintenance

National Science Foundation, Washington, DC.

- Designed and delivered half day session on emotional/social intelligence for senior managers of government agencies funded by the NSF – emerging leaders program is ongoing.
- Scheduled to deliver four more sessions through 2013

Sun Microsystems, Inc., Broomfield, CO

Sr. Engineering Services Manager

- Managed unique program for Sun Services which involved development and implementation of service center focused on heterogeneous host platform operating systems, such as Windows NT, IBM AIX, HP UX, and Linux. After 8 months, **program realized incremental revenue of \$13.4 million. After 3 years, incremental revenue was up to \$47 million**
- Coordinated and managed an IT operations team of 68 people for the deployment of online service applications
- Managed remote team of 26 engineers in the India Engineering Center, Bangalore, India who provided online technical support and service
- Designed, developed, and implemented successful in-house hosting of vital customer facing data warehouse application upon announcement of host vendor’s pending bankruptcy **saving Sun over \$6M in lost revenue**
- Coordinated and implemented the creation of a data center sub-complex to host 14 major customer-facing support applications **saving Sun approximately \$17M/yr.**
- Collaborated with IT engineers, Professional Services, Network Operations, and other cross lines-of-business to sustain ongoing support for the Integrated Services Systems Complex

- Developed and facilitated collaboration, high-performance teaming, and leadership seminars for Global eServices Engineering organization
- Participated as guest speaker for numerous leadership seminars and presentations within Support Services organization

Practice Development Manager

- Developed Education Management & End User Performance Support practice for Education Consulting Services (ECS). Resulting revenue stream was \$8.4M
- Designed and developed practice materials to be distributed for use by field consultants (i.e., service briefs, capability statements, service delivery guides, pertinent tools and templates)
- Established StarOffice consulting engagements and projects as revenue stream for ECS
- Developed ECS processes materials in areas of: Needs Analysis, Custom Design and Development, Education Management, End User Performance Support
- Conceived and produced white papers on topics related to Education Management and End User Support
- Facilitated new hire consultant training
- Identified and collaborated with third party vendors to provide customer support
- Supported integration of Education Management Services into company-wide initiatives

Lucent Technologies, Englewood, CO

Distance Learning Director

- Coordinated training solutions for Lucent Technologies' Global Learning Solutions division employing distance learning technologies
- Managed distance learning initiative across Lucent's four business units to provide advanced distance learning technologies; computer based training, web-based applications, and interactive satellite broadcast
- Led a team to design and develop Lucent University—an internet based learning portal available to internal and external customers
- Project managed and facilitated external customer training in data communications and convergence technologies for two global service providers
- Developed business cases for presentation to senior executives and officers on distance learning projects Lucent-wide
- Coordinated and facilitated distance learning presentations for EMEA and Asia/Pacific regional teams
- Developed training support plans, project support agreements, and training needs analyses for new and existing training courses
- Acted as liaison between Lucent education and training organization and product offer teams
- Coordinated multiple distance learning offers with Development and Delivery teams

Senior Performance Analyst

- Performed learning program evaluation and analysis
- Coordinated general data gathering and analysis, such as; focus groups, surveys, and interviews
- Designed and facilitated workshops on leadership, high performance team building, cultural transformation, critical thinking, and systems thinking
- Facilitated group process of teams and organizations
- Designed and facilitated leadership development for teams/individual
- Assessed and designed business processes
- Performed educational consulting to identify learning opportunities within an organization

Writing\Editing:

- Authored two chapters of "Management: A Focus on Leaders", McKee, Annie. Pearson/Prentice Hall: 2010.

- Wrote instructor's manual for "Management: A Focus on Leaders", McKee, Annie. Pearson: 2010.
- Co-wrote *A Student's Guide to First-Year English*, a grammar and mechanics handbook required for all first-year students at the University of Denver, Burgess Press, 1995
- A James LoPresti, "The Leap of Thoreau's Style," *WordView-Studies in Literary Epistemology* #1 (Spring 1996): 15-30
- A James LoPresti, "Minding Our Own Business," *The Concord Saunterer* V3 (Fall 1995): 51-65
- A James LoPresti, "Of Two Minds," *The Concord Saunterer* V2 (Fall 1993): 18-30

Invited Papers Presented:

- *Are We the Tin Man's Children?* Published article, T.H.E. Journal, June, 1999
- "The Corporate Thoreau." Daniels School of Business, University of Denver, February, 1996
- "Technology in the Classroom." Colorado Composition Conference, United States Air Force Academy, Colorado Springs, CO 1997
- "Fishing for Complements." Rocky Mountain Modern Language Association Conference, Denver, CO 1997
- "The Secret Ministry of the Word." Rocky Mountain Modern Language Association Conference, Albuquerque, N.M. 1996

Education:

- Ph.D., English, University of Denver, Denver, CO – Dissertation: *Making the Leap: The Linguistic Reaction of Henry Thoreau and Emily Dickinson to The Prescriptive Grammar Tradition.*
- M.A., English, University of Denver, Denver, CO
- B.A., English/Psychology, King's College, Wilkes-Barre, PA

Awards/Honors:

- Marinus Smith Teaching Excellence Award, CU Parents Assoc. 2008 & 2010
- Finalist, Frasca Teaching Excellence Award, 2007
- Interfraternity Council CU Faculty of the Year, 2007
- CU LEAD Alliance, Faculty Appreciation, 2005- 2010
- National Society of Leadership and Success – honorary faculty member – 2009
- National Society of Leadership and Success – faculty adviser
- Selected for the Colorado Italian-American Hall of Fame, 2012
- Educator of the Year, Italian-American Business Association, Denver, CO, 2011
- Professional of the Year, Italian-American Business Association, Denver, CO, 2010
- Invited to be Mentor-on-Call for graduate and post-graduate students, University of Colorado, Boulder Career Services, 2003
- Honorary Faculty Inductee, Golden Key National Honor Society, 1995
- Awarded, University of Denver Master Educator Award, 1995
- Panhellenic and Interfraternity Councils: "Favorite Professors of the Greek System," University of Denver, 1993
- Awarded full three-year fellowship, University of Denver Doctoral Program

Memberships/Appointments

- Appointed to the Board of Directors, Colorado Endowment for the Humanities, 1998 – 2002
- Appointed Chair, Development/External Affairs Committee, Colorado Endowment for the Humanities, 1999-2001
- National Coalition of Independent Scholars, 2008 - present
- Modern Language Association, 1989 – present
- Co-founder, Rocky Mtn. Italian-American Chamber of Commerce, Denver, CO, 2004

- The Thoreau Society, 1972 – present
- International Association for Distance Learning, 1998 - present
- Association for Talent Development, 1992 – present
- International Coach Federation – 2011 – present