



Terri Conti is a certified executive coach, a team coach and an organization development consultant with more than 25 years of business experience. A trusted advisor and powerful coach for both new and transforming leaders, Terri is described by her clients as passionate, pragmatic, lighthearted, creative, holistic and business-savvy. The individuals she coaches and the teams she supports count on Terri as an active partner in their evolution to higher levels of leadership effectiveness.

CERTIFICATIONS

A Certified Professional Coach through the Newfield Network, Terri has also studied somatic coaching with well-known leaders in the field. She has earned the Master Certified Coach (MCC) credential from the International Coaching Federation (ICF). She is authorized to administer and interpret the Myers-Briggs Type Indicator, the Hogan Leadership Series, The Leadership Circle, and a variety of 360 assessments. She is a member of the Organization Development Network and the ICF.

EDUCATION

M.B.A., Organizational Behavior and Development,
George Washington University

B.S., Business and Management,
University of Maryland

KEY SERVICES

Executive and Team Coaching: A Master Certified Coach, Terri is skilled at developing leaders who can meet the challenge of complex and rapidly changing organizations. Her style is supportive, bold, compassionate and direct. Using assessment tools and active dialogue, she encourages honest self-awareness and a focus on individual strengths. She also uses practical exercises and relevant readings to enhance leadership skills. As a team coach, she promotes an appreciation of differences, encourages open dialogue and leads teams to high performance.

Organization Development Consulting: Terri has led large-scale change projects in a variety of organizational settings. She is skilled at organizational assessment and redesign in support of changes in business strategy. She works closely with senior managers to plan strategically and build healthy executive teams. A systems thinker, Terri considers both internal processes and external influences to help clients accomplish their corporate goals. She is a skilled facilitator and team builder and has developed and delivered tailored workshops on such topics as leadership, managing change, conflict resolution, creativity and innovation.

WHY HIRE TERRI

In short – she builds relationships and gets results. Her MBA and organization development expertise set her apart from other coaches. In both coaching and consulting, she draws on her experience as a manager, her knowledge of effective leadership and the realities of organizational behavior. She is adept at applying her analytical, communication and interpersonal skills to every engagement. Terri has worked with hundreds of clients, including Fortune 500 firms and small businesses, non-profits and associations, and federal government agencies. Earlier in her career, she directed the training and organization development functions for PRC, a successful IT services firm later acquired by Northrop Grumman. She also led a variety of change management engagements for PricewaterhouseCoopers Consulting.

REPRESENTATIVE CLIENTS

Corporate and non-profit: *Acumen Solutions, Aerospace Corporation, American Diabetes Association, Booz Allen Hamilton, Comtech Mobydata Communications, EMMES Corporation, Fannie Mae Foundation, Franklin Templeton, L'Oreal, MedImmune, MITRE Corporation, Pandora Jewelry, Porter-Novelli, Prudential Insurance, Qorvis Communications, Spectrum Science Communications, webMethods*

Government: *Central Intelligence Agency, Department of Energy, Department of Homeland Security, Department of the Treasury, Environmental Protection Agency, Executive Office of the President, Fairfax County Government, U.S. Government Accountability Office, National Aeronautics and Space Administration, Pension Benefit Guarantee Corporation, Security and Exchange Commission, Veterans Administration*