

About the Author

Terry Schmidt is an internationally known management consultant who helps organizations become more strategic, productive, and profitable. He has three decades of experience as an executive, educator, project coach, and strategist in assisting corporations, governments, and research institutions in 34 countries worldwide.

Terry is the founder and president of ManagementPro.com, a Seattle-based company that helps organizations achieve their objectives with better approaches, faster implementation, and greater certainty. He is affiliated with the Haines Centre for Strategic Management, a global alliance of master consultants in more than 20 countries.

A dynamic thought leader and hands-on consultant, Terry has helped hundreds of organizations successfully turn strategy into action. His North American clients include eBay, Boeing, Sony Electronics, Walt Disney Imagineering, DirecTV, Blizzard Entertainment, Northrop-Grumman, Microsoft, Cargill, the Los Angeles County Assessor's Office, Transamerica Insurance, *The Los Angeles Times*, PATH, the Caribbean Agriculture Research and Development Institute, AEGON USA, Los Alamos National Laboratory, Lawrence Livermore National Laboratory, and Sandia National Laboratory. He has consulted with virtually every federal agency and Washington State government department. His international clients include Thai Airways, Nokia Mobile Phones, and the Bank of Thailand.

Terry conducts seminars and keynotes all over the world. He is a certified Project Management Professional (PMP) and teaches Strategic Project Management to adult professionals at UCLA's esteemed Technical Management Program, where he is rated in the top 10 percent of all program faculty. A passionate instructor, he also conducts Strategic Project Management seminars for the University of Wisconsin's Professional Development Program. In addition, he

teaches team-building and emotional intelligence for project teams at the MIT Professional Institute. Terry is on the faculty of the Institute for Management Studies and the Executive Forum.

Terry is active in the Association for Strategic Planning, and served on the national task force which developed standards for certifying professional strategic planners.

The author of seven management books, Terry earned his BS in Aerospace Engineering from the University of Washington and his MBA from Harvard University. His career accomplishments are cited in *Who's Who in International Training and Development* (3rd ed.), *Who's Who in Finance and Industry* (23rd ed.), and *Who's Who in the World* (6th ed.).

He is past president and current board member of the Harvard Business School Club of Puget Sound.