

Professional Development with

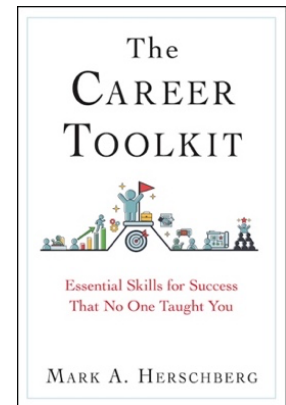


Mark Herschberg

Professional Development for the Twenty-first Century

What would happen to your bottom line if all your employees were suddenly 1% more effective? 1% better at working together? 1% better at negotiating with customers, suppliers, and even compromising with each other? 1% better at interviewing and hiring the right people? 1% better at proactively developing their skill sets? What if it was much more than just 1%?

Drawn from twenty years of developing and teaching at MIT's famous career success accelerator program Mark has a series of talks and workshops for the most critical, least addressed professional skills companies want in their employees. The talks each have a key shift in perspective resulting in a quantum leap in personal development, as well as action items and plenty of humor, warmth, and energy. Corresponding workshops go deeper into select topics.



Problems Addressed

Some of Mark's more popular topics are listed below.



Topic	Outcome
Creating Your Career Toolkit	What skills will make employees more effective and how organizations can develop them will increasing employee engagement.
Career Plans	Created, revising, and executing career plans
Working Effectively	Techniques to better engage your team and teammates, remove friction and increase effectiveness.
Communication	How to more efficiently convey ideas within and across teams.
Networking	Creating and utilizing both internal and external networks.
Negotiations	How to negotiate more effectively with clients, partners and even during internal project negotiations with co-workers.
Hiring	How to more accurately and effectively target and interview candidates.

Other talks available on communication, leadership, management, ethics, and other topics.



Testimonials

Our team found Mark's insights on how to thoughtfully and actively manage your career incredibly valuable. We appreciated his engaging style and the strategic and tactical advice he shared in his talk. Weeks afterwards our team is still discussing parts of the talk that resonated with them and is making them think differently about how to actively manage a rewarding career path.

–Director, Microsoft

The content was outstanding and thought-provoking. Much of the feedback from the event rated Mark and the content 5/5, our target attendee was the mid-level employee although, many executives joined the presentation and found the information valuable. Mark is a great speaker and aligns his content to his audience, enabling them to be forward-thinking of their skills and career.

–ERG Planner, Accenture

Mark Herschberg is a consummate professional who goes out of his way to help others prepare for their job campaigns. The presentations were clear and packed with ideas, information, and suggestions. At each presentation, Mark engaged his audience in his own unique way. He comes prepared and organized, and he covers lots of pertinent material during his presentations. Mark received glowing reviews from the attendees.

--Executive Director, Touro College & University System



About Mark Herschberg



From tracking criminals and terrorists on the dark web to creating marketplaces and new authentication systems, Mark has spent his career launching and developing new ventures at startups and Fortune 500s and in academia. He helped to start the Undergraduate Practice Opportunities Program, dubbed MIT's "Career Success Accelerator," where he teaches annually. At MIT, he received a B.S. in physics, a B.S. in electrical engineering & computer science, and a M.Eng. in electrical engineering & computer science, focusing on cryptography. At Harvard Business School, Mark helped create a platform used to teach finance at prominent business schools. He also works with many non-profits, including Techie Youth and Plant A Million Corals.

Mark has been on over 150 media outlets including radio, TV, print, and podcasts. He's at regular speaker at universities and corporate events including conferences and training.

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