



SALLY HELGESEN

HOW WOMEN RISE: HELPING WOMEN REACH THEIR FULL POTENTIAL

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Sally Helgesen draws from her recent bestseller, *How Women Rise*, co-authored with legendary executive coach Marshall Goldsmith, which identifies the habits or behaviors most likely to get in the way of successful women. Most of these behaviors are rooted in strengths that may have served women well earlier in their careers, but can undermine them as they assume more responsibility and scope.

Everyone has self-limiting behaviors, for the simple reason that we are all human. Women often face very different challenges as they seek to advance in their careers and operate on a bigger playing field, so it makes sense that women would adapt their behavior in different ways. These differences in turn shape their expectations of what behaviors will be effective.

Knowing how to spot these habits is helpful for women in their careers, but is also essential for both women and men seeking to become more effective leaders, mentors, coaches, and champions for talented women. Open conversation about these habits and behaviors can be a powerful spur for organizations seeking to encourage more inclusive behaviors. This program will not only bring these habits to the forefront, but provide men and women ways to practically address.

This program will help leaders:

- Identify the habits that most frequently hold women back from reaching their full potential.
- Understand actionable practices that men and women can take with them in order to become more effective leaders and enlist one another as allies in one another's development.
- Utilize and implement actionable skills through practice and application.

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Sally Helgesen is cited in *Forbes* as the world's premier expert on women's leadership and is a best-selling author, speaker, and leadership coach. She has been named Number 18 on the Global Gurus list of top leadership experts and selected as MEECO's International Thought Leader in Cultural Transformation for 2019. Since the publication of *The Female Advantage*, in 1990, she has written five books in the field of women's leadership and inclusive leadership. Her most recent book, *How Women Rise*, co-authored with Marshall Goldsmith, examines the behaviors most likely to get in the way of successful women as they seek to move to a higher level. Sally has consulted with the UN on building more inclusive country offices in Africa and Asia, led programs at Harvard and Smith College, and been visiting scholar at Northwestern University, U-Nordic Stockholm, and the Lauriston Institute Melbourne AU. She is a contributing editor for *Strategy + Business* magazine and a member of the MG Top 100 Coaches Network and the New York and International Women's Forums.



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