

# Joseph Grenny

**Bestselling Business Author in Leadership, Influence, and Communication and Recognized Entrepreneur**

*Over the past twenty years, Joseph Grenny has taught and advised more than one hundred thousand leaders on every major continent from the boardrooms of Fortune 500 companies to the slums of Nairobi, Kenya. He has advised CEOs and senior executives on more than a dozen major change initiatives—receiving credit from Lockheed Martin Aeronautics' President as a key factor in helping the organization win the \$200 billion Joint Strike Fighter program.*



## **Bestselling Author**

Joseph is coauthor of three *New York Times* bestsellers, *Influencer: The Power to Change Anything*, *Crucial Conversations: Tools for Talking when Stakes are High*, and *Crucial Confrontations: Tools for Resolving Broken Promises, Violated Expectations, and Bad Behavior*.

An expert in topics ranging from influence and leadership to organizational change and effectiveness, Joseph has been cited in dozens of newspapers including the *New York Times*, *Los Angeles Times*, *Washington Post*, and the *Wall Street Journal*. He has also appeared on more than one hundred radio and television programs including ABC News, CNN, Bloomberg, CNBC, and the Today Show.

## **Dynamic Speaker**

Having delivered thousands of speeches in his career, Joseph's engaging style is a sought-after mix of entertainment, practicality, and foundational research. Traveling across the globe from East Asia, to India, to Europe, Joseph has spoken to organizations including NASA, the American Bankers Association, the Supreme Court of California, the American Association of Critical-Care Nurses, the American Public Works Association, and the American Society of Training and Development.

A seasoned executive and business strategy expert, Joseph has addressed executive level teams for clients including IBM, Progressive Insurance, Sprint, Textron, McGraw-Hill, Texas Instruments, and Genentech. Whether he's speaking to an audience of more than ten thousand or to a small executive team, Joseph's dynamic and captivating style keeps his skills in high demand.

## **Business Results Expert**

Formerly, Joseph was cofounder and president of California Computer Corporation. And in 2007, he and his coauthors were named Ernst & Young Entrepreneurs of the Year for their work in founding and leading VitalSmarts, a leader in corporate training and organizational development.

VitalSmarts has helped more than three hundred of the Fortune 500 realize significant results using a proven method for driving rapid, sustainable, and measurable change in behaviors. Named the 2008 Business of the Year by The Association of Learning Providers, VitalSmarts has also been ranked four times by *Inc.* magazine as one of the fastest growing companies in America and has taught two million people worldwide.