

Professional Development with

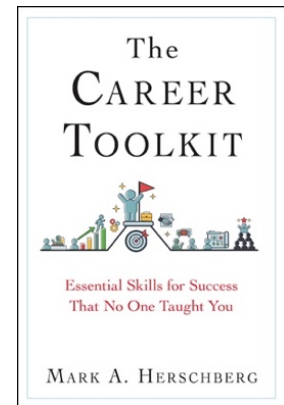


Mark Herschberg

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.



Topics



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

Topic	Talk	Workshop	Description
Creating Your Career Toolkit	✓		An overview of the skills you need for career success and how you can build those skills.
Career Plans	✓	✓	How to create, revise, and execute a career plan.
Working Effectively	✓	✓	Managing your manager, understanding corporate culture, adding value in your role and other skills that will make you more effective in your job.
Networking	✓		Creating and utilizing a professional network.
Negotiations	✓	✓	Negotiation skills, including job & sales negotiations.
Hiring	✓	✓	We've all been taught how to be an interviewee, but most of us were never taught how to be an interviewer and hire effectively.

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

Mark's framework is covering the most important skills one needs to focus on . . . Mark's availability to connect with us at a time of relevance for [our team] has been something we are grateful for.

–Director, Microsoft

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 a regular speaker at universities and corporate events including conferences and training.

Contact

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