

Roberto Giannicola

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Drawing on his experience as a software developer and project manager and his own journey of self-development, Roberto Giannicola coaches leaders—from new managers to C-suite executives at Fortune 500 companies—and facilitates leadership growth. Underpinning his work is his belief that living up to one's potential as an authentic leader requires a seamless integration of both analytical skills and emotional intelligence.



You've Got Algorithm, but Can You Dance?

Learn how to lead
with heart and empathy

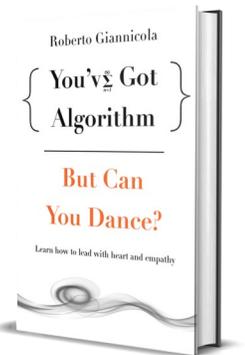
BUY THE BOOK



You have perfected the skills necessary to perform at work and manage everyday life. Yet you often find yourself stuck—your career has stalled, your relationships have become stagnant. Something is off.

The hard truth is that no matter how brilliant you may be, your technical abilities won't provide you with the charisma, empathy, and grace you need to advance. No matter how well-designed your algorithms, they won't teach you how to be an authentic leader. The good news is that change is within your reach. Think of the social interactions in your workplace as a dance—all you have to do is start to feel the music and learn the steps. Then you can get out onto the dance floor and take the lead.

Let's talk about how to leverage your existing skills and add a few strategic moves step-by-step—literally—to become a confident, assertive, and empathetic leader.



SPEAKING TOPICS

TECH-EXEC LEADER

From understanding the *tech* stuff
to managing the *people* stuff

- To really excel and succeed in your work you need to increase the people side of your career and business.
- How can you leverage your creativity and innovative mindset to anticipate and prepare for interactions in a social context.
- Understand how the need for technical evolution can only work when you match it with personal, human evolution.
- Just as you adapt your systems and products to users and customers, how can you adapt to people and the multitude of complete situations you can encounter?

TECH-EXEC MIND TO EQ MIND

Using your technical mind to build
emotional intelligence

- How can you use your analytical, logical, and technical mindset to develop your people skills?
- How can you leverage your current working style to be more present, confident, creative, and connected in social contexts?
- How can you optimize your own "system" to build emotional intelligence and transform yourself into an inspiring leader?
- How can you fine-tune your language, understand the nuances of your attitude and expression, and how you show up?

THE EMPATHIC TECH-EXEC

Transition from expert to leader
Lead with heart and empathy

- What is needed in order to prioritize empathy in our social interactions rather than viewing it as an obstacle to productivity?
- How can empathy be woven into professional relationships in order to have a positive impact on others and create meaningful connections?
- What are a few ways to increase your level of empathy and transform yourself and your team?

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