

# Roberto Giannicola

Author | Speaker

Executive Coach | Facilitator

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.

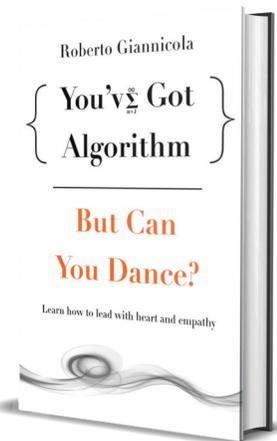


## Learn how to lead with heart and empathy

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.



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## PODCAST SPEAKING TOPICS

### TECH-EXEC LEADER

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

### TECH-EXEC MIND TO EQ MIND

Using your technical mind to build emotional intelligence

### EMPATHIC TECH-EXEC

Transition from expert to leader  
Lead with heart and empathy

For more info visit: [giannicola.com/speaking](http://giannicola.com/speaking)

### A FEW QUESTIONS TO ASK:

- What brought you to write this book?
- What are some of the lessons important to the listener?
- What is essential in transitioning from tech to leader?
- How can we leverage the technical mindset and apply it to people and ourselves?
- What is the link between moving from understanding the tech systems, to understanding the people systems?
- Tell us about empathy, how can you become more empathic? Why is it so important?
- What does it mean to lead with heart and empathy?
- What are the key elements one can develop to lead?
- What's the first step people can take in order to become the leader they want to be?
- What are the key benefits to ourselves and our companies when we lead with heart and empathy?

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LET'S CHAT

