



Len Wysocki, M.B.A., Ph.D.

Overview of Coaching

Len has worked with executives and consulted with Fortune 500 companies in aerospace, banking, insurance, large hospitals, nuclear manufacturing, and pharmaceuticals for over 30 years. While working, Len attended the University of Connecticut where he trained to be a licensed psychologist. His interest in the importance of emotional intelligence in senior managers informed his doctoral research. His blend of psychological expertise and extensive business experience has influenced his work ever since. Len's clients achieve their business goals due to his assessment and targeted behavioral interventions focusing on emotional intelligence and influencing.

Background and Experience

Len possesses more than 20 years of corporate experience with human resources management in a variety of senior management roles. He combines this background with a deep understanding of adult psychology to inform his coaching and consulting work. In particular, Len observed that executives in the industrial, healthcare, and insurance industries all succeeded through a combination of business capabilities and interpersonal skills. As a result of these observations, he pursued work with Peter Salovey and his colleagues, the pre-eminent team of emotional quotient researchers at Yale University. His most recent work has been in leadership effectiveness through his coaching and implementation of assessment instruments, executive training, and development.

Len has been on the industrial-organizational graduate faculty of the University of New Haven (UNH) for many years. He teaches clinical and organizational psychology courses in both the industrial-organizational psychology program and M.B.A. program at UNH's graduate School of Business. He has also coached a range of executives in multiple industries, working with them and their team to use their interpersonal and emotional intelligence to improve performance and deliver results.

Sample Businesses, Engagements

- Financial Services
- Pharmaceuticals
- Manufacturing
- Professional Services

Areas of Specialization

- Emotional Intelligence
- Influencing/Collaboration Skills
- Assessment for Development
- Team Coaching/Development

Education & Training

- Ph.D., Counseling & I-O Psychology, University of Connecticut
- M.B.A., Management, University of New Haven
- M.A., Vocational Psychology, University of Connecticut
- B.A., Pre-Law, University of Connecticut

Qualifications

- Licensed Psychologist: Connecticut
- Board Certified: Vocational Counselor
- Senior Member: Society of Consulting Psychology
- Assessments: EQ-i 2.0, Everything DiSC: All Types, Hogan Suite, MSCEIT: Emotional Intelligence Assessment, Strengths Profile