

## **Introduction for Geoffrey Leonardelli General Audiences**

**Purpose:** I often get asked to provide my own introduction, perhaps for good reason. Audiences listen more when they believe the speaker has relevant credentials, and the assumption is I might know what credentials will most persuade them. I propose the below text in case you wish to introduce me for a particular event.

### **Introduction for General Audiences – 1 minute**

It is [an honor/a pleasure/etc.] to introduce Professor Geoffrey Leonardelli. With a PhD in social psychology, he is an Associate Professor at the University of Toronto's Rotman School of Management and Department of Psychology. Geoff's speaking, research, and writing focus on how self-insight can increase effectiveness, in order to "build a better us." He has published widely and been featured in the media, locally and internationally. Geoff also translates his research into practice, identifying how people can improve their negotiation, teamwork, and leadership skills. Among his roles, he is the Academic Director for Rotman's Strategic Negotiation Program. Please join me in welcoming Prof. Geoff Leonardelli!

### **Introduction for General Audiences – Detailed**

It is [an honor/a pleasure/etc.] to introduce Professor Geoffrey Leonardelli. With a PhD in social psychology from the Ohio State University, he is an Associate Professor at the University of Toronto's Rotman School of Management and Department of Psychology. Before Rotman, he was at the Kellogg School of Management in the United States. Geoff's speaking, research, and writing focuses on how self-insight can increase human effectiveness, ultimately with the goal of building a better us. His research regularly receives national grant funding (over \$300,000 worth) to advance management knowledge and practice. With over 25 publications and a co-edited book, he has published widely in top psychology and management journals, including the *Journal of World Business*, *Psychological Science*, and the *Journal of Applied Psychology*. Geoff and his research have been featured widely in the media, including in *The Wall Street Journal*, *The New York Times*, *The Globe and Mail*, *The Financial Times*, *The Economist*, and *CBC Radio*. Geoff also translates his research into practice, helping those interested – from a wide range of industries and backgrounds – improve their negotiation, teamwork, and leadership skills. He is also the Academic Director for Rotman's Strategic Negotiation Program. He has gotten so good at it, he was recruited as one of Rotman's first Teaching Fellows, training other faculty to engage audiences on topics such as leadership, negotiations, and teams. Please join me in welcoming Prof. Geoff Leonardelli!