

## Terrence Gargiulo



**Terrence L. Gargiulo, MMHS** is an eight times author, international speaker, organizational development consultant and group process facilitator specializing in the use of stories. He holds a Master of Management in Human Services from the Florence Heller School, at Brandeis University, and is a recipient of Inc. Magazine's Marketing Master Award, the 2008 HR Leadership Award from the Asia Pacific HRM Congress, and is a member of Brandeis University's athletic Hall of Fame. He has appeared on Fox TV, CN8, and on CNN radio among others.

Highlights of some of his past and present clients include, GM, HP, DTE Energy, MicroStrategy, Citrix, Fidelity, Federal Reserve Bank, Ceridian, Countrywide Financial, Washington Mutual, Dreyers Ice Cream, UNUM, US Coast Guard, Boston University, Raytheon, City of Lowell, Arthur D. Little, KANA Communications, Merck-Medco, Coca-Cola, Harvard Business School, and Cambridge Savings Bank.

Terrence's books include, *Making Stories: A Practical Guide for Organizational Leaders and Human Resource Specialists* (translated into Chinese), *The Strategic Use of Stories in Organizational Communication and Learning*, *On Cloud Nine: Weathering Many Generations in the Workplace* (translated into Korean and Spanish), *Stories at Work: Using Stories to Improve Communications and Build Relationships*, *Building Business Acumen for Trainers: Skills to Empower the Training Function*, *Once Upon a Time: Using Story-based Activities to Develop Breakthrough Communication Skills*, *In the Land of Difficult People: 24 Timeless Tales Reveal How to Tame Beasts at Work*, *The Trainer's Portable Mentor*.

Terrence is a frequent speaker at international and national conferences including the American Society for Training and Development (ASTD), International Society for Performance Improvement (ISPI), Academy of Management, Conference Board, Linkage Inc, Asia HR Summit, Association of Business Communications, and he is a Field Editor for ASTD. His articles have appeared in American Executive Magazine, Journal of Quality and Participation, Communication World, ISPI Journal, and ASTD Links.

Terrence and his father's opera *Tryillias* was accepted for a nomination for the **2004 Pulitzer Prize** in music.

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