

Nancy Settle-Murphy

With a powerful blending of strong program management, facilitation, and communication expertise, Ms. Settle-Murphy helps clients to accomplish more work, in less time, with better results.

Special strengths include program management of sales and marketing programs; collaboration of virtual teams; project jumpstarts; customized training and workshop design; and organizational communication strategies to pave the way for successful change.

Clients span many industries, including IT consulting services companies, insurance, high-tech manufacturing, training suppliers, pharmaceuticals, and utilities.

Recent accomplishments:

- Working with IT directors in F500 companies, created comprehensive communications and training strategies to support successful roll-out of major IT initiatives
- Program management for an extensive executive selling skills curriculum for a F100 IT services firm
- Facilitated business strategy planning workshop for CEO and executive staff of fast-growing high-tech company
- Developed and delivered more than 25 sales and marketing program content development workshops for a global services organization, where participants reach consensus on goals, strategies and tactics

- Facilitated focus groups to determine viability and pricing model for current and new IT consulting and training services
- Facilitation of “Project Jumpstart” workshops designed to galvanize project teams, increasing their ability to meet ambitious project goals
- Design and delivery of cross-cultural communications and training workshops for teams seeking to collaborate successfully across cultures
- Performed qualitative needs assessments to better understand how to gain greater ROI through sales and marketing programs
- Created the first-ever training program for a burgeoning real estate firm to accelerate “time to dollars” for new agents
- Rolled out a new hire orientation program designed to speed the ramp-up time of employees for a large storage manufacturer

Ms. Settle-Murphy graduated *cum laude* from Temple University with a B.A. degree from the School of Communications.

Member of the International Association of Facilitators, American Society of Training and Development, New England Human Resources Association, Boston Trainer’s Roundtable, and the Boston Facilitator’s Roundtable.