

Merge Gupta-Sunderji

Management is what you do, leadership is how you do it – Merge Gupta-Sunderji



Turning managers into leaders

Most managers know what they are supposed to do – motivate their employees, offer open and honest feedback, delegate effectively, deal promptly and firmly with performance problems, to name just a few – but not as many have mastered the art of how to do it. With 17 years of corporate leadership as a foundation, this is where Merge makes a difference.

Merge will turn your managers into leaders by giving them specific and practical tools to:

- Empower their people to take action
- Build their employees' skill sets and self-confidence
- Give constructive feedback to employees
- Deal promptly and firmly with performance problems before they get out of control
- Go beyond being a good manager to become an exceptional leader

Merge brings a unique blend of realism and humor to her keynotes and seminars, and her practical and pragmatic messages resonate deeply with her audiences. Her keynotes and workshops are certain to inspire and engage, but they will go further! Not only will you walk away feeling positive, energized and confident, but you'll be equipped with specific leadership tools that you can put to work right away.

Meet Merge

With over 17 years of first-hand experience as a leader at one of the world's largest and most recognized companies, Merge speaks from a solid base of skill and understanding. For several years, she was the well-known voice behind the national CBC Canada Radio column *The Softer Side of Business*. She's an award-winning published author, writing for many well-known organizations and publications. She is presently working on her latest book, *The Successful Leader's Toolkit*, a hands-on practical how-to guide for leaders.

Merge is a meeting planner's dream come true! She doesn't just deliver packaging, the content is always rich. Her platform skills and subject knowledge will ensure that you get rave reviews from your attendees.

*Lise Bujold, Vice President,
Promotional Products Association of Canada*

Merge was inspirational and engaging. All the participants I spoke to had nothing but glowing comments. One participant even wistfully mentioned that she wished she could do the day all over again.

*Dianne Smith, Vice President,
IAAP (Int'l Assoc. of Administrative Professionals), Durham Chapter*

Merge was vivacious, energetic, and completely engaging. She encouraged participation and included people without pushing or embarrassing.

*Phyllis Maguire, Education Coordinator,
Union Child Care Center, White Plains NY*

I know that the skills taught will remain with me forever. I am empowered to make changes both at work and home.

Sandra Baird, Ministry of Health & Long Term Care, Kingston ON

Now I know that I have the confidence and the resources to begin the process of "raising the bar".

JoAnn Peebles, Civil Engineer Supervisor, City of St. Louis MO

Content-rich programs that inspire and engage, AND give people the tools to take action!

Merge's most popular keynotes

The Five Secrets of Today's Most Successful Leaders

Today's most successful leaders have recognized that it is far too easy to focus time and effort on areas of improvement that ultimately make little difference to their overall career success. This entertaining keynote focuses on surprisingly simple actions you can take that will make a dramatic impact on your leadership effectiveness – literally overnight. You'll discover the importance of five essential factors that are key to your leadership success.

Why Does the Lobster Cast off its Shell?

An exciting and energizing session based on Merge's highly-acclaimed first chapter in an anthology, it's designed to get people's minds kick-started and fired up to go. Once the intriguing title has been explained, you'll learn six key strategies to consciously push the limits of your comfort zone so that you don't become stagnant. You'll be able to identify the value of continuous learning for both you and the people you lead.

Merge's most requested workshops

Many meeting and conference planners supplement a keynote by Merge with a follow-up workshop that gives audiences more in-depth leadership tools. Here are just some of the workshops you can choose from:

- The 25 Best Zero- and Low-Cost Ways to Motivate the Troops
- Making the Transition from a Technical to a Leadership Role
- Effective Delegation Skills
- Flexing Your Leadership Style
- The Essence of Assertiveness

Program content

Merge gives people specific and practical tools for their leadership toolkits. Whether you're looking for essential leadership tools for new managers, or advanced tools for more seasoned veterans, Merge delivers. If you're looking for a fun, entertaining and content-rich keynote or workshop targeted directly at new or seasoned leaders, then look no further. Merge will not only inspire and engage your audiences; she'll give them specific and practical tools to take action!

Merge fully and expertly customizes her keynotes and workshops for each audience. With Merge, there's no such thing as "one size fits all." Your presentation will be tailored to fit your event!



Partial Client List

Capital One Financial Corporation, worldwide
Fisher-Price Inc.
Shell Oil Limited
Mercer Human Resource Consulting
International Association of Administrative Professionals (IAAP)
International Association of Business Communicators (IABC)

The Certified General Accountants Association of Canada
The Promotional Products Association of Canada
Monster.com/TMP Worldwide
QVC Inc.
Honeywell
Various departments/agencies of the United States Government

