Sharon Landes

For 24 years Sharon has been working with individuals and organizations to help them clarify their core principles and beliefs, develop their leadership, work effectively in teams and advance their communication and relationship building skills. Leveraging her experience and mastery as a consultant and trainer, Sharon is focusing her talents on projects closely related to the leadership and human development issues that are important to her – how we are in relationship with each other, what it means to develop our highest potential as individuals, and what are the consequent implications for our businesses, institutions and societies.

Sharon is an extraordinary facilitator, adept at establishing open and safe environments, eliciting candid disclosure from group members, and guiding a flexible process for learning and discovery. She offers cogent insights that are direct, warm and particularly relevant in the given situation. Sharon is extremely effective at guiding people through sensitive issues and interactions. She balances candor with humor and heart to ensure that important work gets done and important relationships are maintained and enhanced.

Along with her consulting work, Sharon is also a visiting member of the faculty and lecturer in leadership communication at the Haas Graduate School of Business, University of California, Berkeley. She works with students to help them discover their own, authentic leadership platform and to advocate for their beliefs with coherence and depth.

Sharon works independently and in partnership with other professionals. She has also maintained close collaborations with the Tom Peters Company, Leadership Communication (Terry Pearce) and BlessingWhite Inc. as an executive trainer and consultant. Prior to her consulting practice Sharon was Vice President of Human Resources Planning and Development for First Interstate Bank of California and held senior positions at California Federal Bank and with Citicorp in New York.

Sharon’s workshop expertise includes leadership, ethics and diversity. She has collaborated with recognized thought leaders in these areas and has led and designed programs based on Terry Pearce’s Leading Out Loud and Jim Kouzes & Barry Posner’s The Leadership Challenge and Credibility. Sharon was one of the principal designers of the executive program Clicks and Mortar™ (copyright BlessingWhite, Inc.), a workshop on leadership and inspiring commitment, based on Dave Pottruck & Terry Pearce’s Clicks and Mortar.
Sharon has been privileged to work with executives, management and staff at a diverse mix of organizations, including the following.

Citicorp
Charles Schwab & Company
Wells Fargo Bank
Bank of America
US Bancorp
Allied Irish Bank
Visa USA
Montgomery Asset Management

Levi Strauss & Company
PacifiCare
Royal Caribbean Cruise Lines
Mattel
The GAP
Unocal
Association of Legal Administrators
Power Bar
IKON Office Systems

J. Paul Getty Trust
U.S. Army Panama
U.S. Postal Service
National Geographic Society
West LA VA Medical Center
Bay Area School Reform Collaborative
San Francisco Unified School District
Cal State Sacramento
National Conference for Community and Justice (NCCJ)
Sustainable Communities Leadership Program (SCLP)
Women & Youth Supporting Each Other (WYSE)
Leadership Long Beach

Xilinx
Agilent Technologies
Sun Microsystems
Fujitsu Computer Products of America
Proxicom
Pacific Bell Interactive Media
Sybase

Sharon has a BA in Theater Arts from Brandeis University, with additional studies in psychology at the University of Pittsburgh. She is a native of Pittsburgh, Pennsylvania and currently lives with Ben, and her two cats Lilly and Polly, in Berkeley, California..... by way of Boston, Vicenza-Italy, New York City, and Los Angeles. In her private time Sharon enjoys hiking, yoga, gardening - digging in the dirt and puttering with the plants - reading novels, and spending as much time outdoors as she possibly can.