

Carla Harris

Vice Chairman of Global Wealth Management and Senior Client Advisor at Morgan Stanley

Carla's Pearls: Tools For Maximizing Your Success. Carla Harris speaks powerfully about the proven strategies that have helped her get ahead on Wall Street. With this presentation, she shares her hard-won "Pearls" to help audiences maximize their chance for success in the seat they are sitting in as well as their odds of reaching the seat they aspire to sit in. She discusses the importance and the power of perceptions in the workplace, the key relationships that you must have in order to ensure your success, and the power of authenticity and its place as a part of powerful leadership.

Leadership: Currency, Change, & Creating A Powerful Presence. Here, Carla Harris, Vice Chairman of Morgan Stanley, gospel recording artist, and author of the book, *Expect To Win* and *Strategize To Win*, talks with audiences about the components of positioning yourself to maximize your success as a leader in your current career environment or the environment that you want. She explores the concepts of performance currency vs. relationship currency, managing through and creating change, and how to be an impactful and influential leader.

Intentional Leadership. In past decades, particularly in "producer cultures" professionals were given positions of leadership and authority because they were great "producers." The top trader, the banker that posted the most revenues or the lawyer that had the most billable hours were compensated with money, an elevated title, and positions of leadership without much thought as to whether the person was the kind of individual that could motivate and inspire others to perform beyond their own expectations. Yet, today, we find ourselves in an environment where a growing majority of the professional workforce are Millennials and Generation Zers and they demand motivation and inspiration as table stakes for their performance in any environment. So the question is, "What does it take to be an outstanding leader in today's environment?" Carla Harris asserts that if anyone chooses to take on the leadership seat, then one must be INTENTIONAL about 8 things in order to be a powerful, impactful, influential leader in today's environment. Hear her make the case for: Authenticity, Building Trust, Clarity, Creating other Leaders, Diversity, Innovation, Inclusivity, and Voice as essential components of being a Powerful Leader today.