



**Coach – Consultant -  
Facilitator**

**Developing individuals,  
teams and  
organisations**

**Change is our master not  
only in business but in  
our personal life...you  
must be able to manage  
both..Prepare for change,  
move into transition and  
drive to the vision!**

*“Her contribution to my  
development has been a  
balanced combination of  
practical, focused advice  
and encouraging me to  
“think outside the box” and  
explore new ideas” Head of  
People & Skills of large  
corporate*

*“Mo untapping my natural  
talent has led me to focus  
on where my career should  
be!” . MD of IT Services  
Company*

### At her best when:

- Coaching and mentoring
- Developing behaviours to align to business strategy
- Unlocking conflict within teams
- Building confidence and self-esteem
- Untapping and focusing natural talent
- Building and enhancing leadership skills
- Communicating, motivating and enabling change programmes
- Developing and enhancing positive relationships
- Providing Leadership strategies to drive through change

### Capability Overview

Mo Stone has worked in the IT industry for over 23 years. Her career started in the software development industry with IBM Global Services and through the 80's she worked in the software businesses in sales related roles.

In the 90's Mo moved to EDS and developed a core competence in “concept” sales focused on large scale, transformational outsourcing contracts. Following a successful period in the sales arena Mo took up the challenge of Strategic Resourcing for EDS and thereafter People Transition Management. In these latter two roles Mo drew upon two key competencies; the ability to understand the strategic agenda of the business and how to source, coach and develop people to meet those needs.

Mo took up the opportunity to join Synstar working with the CEO on a major business change programme to transform the organisation into an IT services organisation. Key to Mo's success in this role was her ability to define, organise and implement the people transformation aspects to enable others to deliver the business strategy of the organisation.

Mo has been involved in global people transformation programmes and fully understands the challenges and impacts of diverse cultural and geographic needs. She has a passion for change and people transition is truly where she works at her best. Her coaching and mentoring skills when coupled with her deep seated beliefs in developing both organisations and individuals make her an effective agent of change. Keys to her successes in this arena are helping to articulate a clear business strategy and objectives to the organisation, ensuring the proactive involvement of the employees in the change programme, open and honest communication and sharing her enthusiasm about change to drive it through.

Change is constant and fast....continuous development is a joint commitment for individuals and companies....it is a must to keep ahead!