



Optimum Insights, Inc.

SARA N. KING



With over 30 years in the leadership development business, Sara King has served thousands of executives in Fortune 500 companies, government agencies, not for profits, and educational institutions. She has been an executive in a global business, a business owner, an executive coach, an author, and a consultant. Whether she is speaking to a large group of 100 executives, working with top teams, or working one on one, Sara is devoted to helping leaders identify the critical issues and build a plan for future effectiveness.

Sara's commitment to quality and excellence in client service has resulted in long-term relationships with clients. One client relationship has continued for twenty-five years with Sara as the lead designer and facilitator in the client's flagship leadership program. This year long program is offered to top women executives in the cable and telecommunications industry. There are now more than 1000 graduates from this elite program.

These long-term relationships have continued with other organizations as well. Sara has been an executive coach with a professional services firm for ten years and has coached over 100 partners in two of the firm's leadership development programs. In addition, Sara has worked with the President, executive team and other top leaders of a well-known higher education institution since 2009. This work has entailed team development, 360-degree feedback, executive coaching and in-depth interviews.

Sara is currently Principal of Optimum Insights, Inc., a private consulting firm devoted to the study and practice of leadership development. In this role, Sara designs and delivers leadership development programs for national and multi-national organizations. Sara spent 23 years at the Center for Creative Leadership (CCL), a top-ranked, global provider of leadership education and research. For 10 years, she ran the Center's largest global business unit with a team of managers located in Asia, Europe and three locations in the United States. She also served as a member of CCL's *Breaking the Glass Ceiling* research team, which studied the career development of executive women in Fortune 100 firms. That team produced the 1987 book, *Breaking the Glass Ceiling: Can Women Reach the Top of America's Largest Corporations?* Sara also helped start up a new business unit for CCL focused on leaders in the education and not for profit sectors. Sara is now a member of the adjunct faculty at the Center and is a facilitator in multiple engagements.

As a thought leader on leadership development, Sara began publishing books and articles in the 1980s. She has revised her book *Discovering the Leader in You* (originally published in 2001), which highlights the importance of a conscious decision to lead and offers a framework for developing leadership vision, values and skills. The updated version (2011), co-authored with David G. Altman and Robert J. Lee, is now available as a joint publication of CCL and the Jossey-Bass Business and Management Series. In May of 2011, a workbook on the same topic was published by King and Altman through CCL and Jossey-Bass as well.

Sara earned a B. A. in English from Wake Forest University and an M.S. in Higher Education Administration from Cornell University. She is certified in a number of leadership assessments such as the Myers-Briggs Type Indicator, WorkPlace Big Five, Conflict Dynamics Profile, CPI-260, SYMLOG, CCL Suite of 360 assessments, VOICES, Leadership Versatility Index, Ambiguity Architect, Change Style Indicator and Influence Style Indicator.