

Insight on Coaching – Guest Bio

Paula Love, Owner and Principal, Paula Love Consulting

Introduction

Paula Love Consulting is located in Larkspur, California. She has been a consultant and coach for 15 years. Paula is committed to building collaborative partnerships and alliances that produce high impact, high return results. At the center of my executive coaching practice, she focuses on the powerful belief that leadership occurs in the context of relationship. She has shown newly appointed executives how to garner their team's support and loyalty to quickly organize around organizational objectives, and assist recently placed executives to integrate quickly into new business cultures so they can act powerfully in an unfamiliar environment.

Experience

Paula has extensive experience in both internal and external consulting environments, including executive consulting and coaching, organization development, and building collaborative partnerships and alliances. Her experience includes coaching and consulting in several different industry sectors such as aerospace, information technology, finance and travel, leading structural change in organizations and promoting individual excellence at C-level posts. Some accomplishments include:

- Coached President of travel services regional office, positioned her as a global resource for corporate strategy resulting in her promotion to a national position.
- Coached (American) Director of Finance at Fortune 100 high tech company, resulting in his promotion to Global Vice President of Finance within 8 months.
- Instituted and managed Customer-Contractor collaborative relationships to produce organizational alignment of policy and actions, and overcome cultural and organizational barriers.

Education

- MS, Counseling, San Francisco State University, San Francisco
- MCC (Master Certified Coach), International Coach Federation
- MCSC (Master Certified Somatic Coach), Strozzi Institute

Professional Affiliations, Publications and Recognition

- *Journal of Mergers and Acquisitions*, May/June, 1999 *Hidden Sore Points That Can Thwart a Culture Match*, With Steve Gibson
- *Pursuit of Excellence Award*: Lockheed Missiles and Space Co., 1992. For "long term, sustaining, and significant activities affecting LMSC." Core designer on a cross-functional team to provide effective facilitators, saving Lockheed in excess of \$60,000.