



Victor I. Rosansky, MBA

Victor is a strategic partner of *Shared Learning International* and divides his time between Cambridge, Massachusetts, and New Hampshire. He dedicated his career to designing and implementing processes that help organizations and people change and grow in new and resilient ways. An avid innovator, Victor uses current breakthrough advances from the neurosciences to provide clients with fresh insights that are critical to making desired change.

His “practical education” resulted from his good fortune in serving world-class companies and their leaders as clients. From Sam Walton, founder of Wal-Mart, he learned the importance of a *Process Mindset* where he facilitated the landmark *Partnering* concept. He built on his *Total Quality* competencies working with P&G’s President, John Pepper; Victor trained FedEx Chairman, Fred Smith, with his senior group in TQM and aligned FedEx’s international organization; Victor keyed on the importance of *Focus* while working with Lou Gerstner when he was at American Express; and the challenge of *Going Global* from McDonald’s CEO and senior managers; when Verizon was formed, Victor was brought in as the Culture Alignment consultant to align people and processes with customer needs. At Ford Canada, Victor helped redesign a production line that was operating at 55% efficiency up to 85%; he worked with Merck manufacturing on process improvement; and helped Pfizer redesign its sales training program. Victor has been recognized for his coaching and mentoring skills. He also uses his expertise as a trusted advisor to boards across different industries and advises them on governance issues.

Victor was EVP at ODI – one of the top ten TQM companies in the world at the time– where he led new product development, global culture shift initiatives and executive training processes. A sought-after international speaker, Victor has given keynote speeches at prestigious forums such as, “The Learning Edge Conference” in Paris, the “National Forum on Quality Improvement in Health Care,” and the “Australian International Quality Conference.” At IBM Victor was a keynote presenter and worked in its innovation and entrepreneurship center where he coached and mentored budding entrepreneurs. He co-authored three books, most recently, “Rapid Realignment: How to Quickly Integrate People, Processes, and Strategy for Unbeatable Performance.” It sets forth a methodology that aligns core business capabilities with marketplace opportunities.

Education and Community Work

Victor has an M.A. in Economics and an MBA from Boston University, and an M.A. in Psychology from Brandeis University. He has taught at Boston University, The Hult International School of Business, The Levin Institute, SUNY, presented at the Harvard Business School, and was a guest lecturer at the International University of Japan.

Personal Interests:

In his “other life,” if there were such a clear-cut thing, Victor served as President of the Board of the Somerville Boxing Club where he developed and administered programs for the Criminal Justice Department designed to keep “at risk” youth off drugs, away from gangs, in short, out of jail. Johnny Ruiz, World Heavy-Weight Champion worked out in the gym.