

DOUGLAS BELL

Doug Bell has worked in business for more than 25 years with a range of companies, from the Fortune 50 to smaller firms, primarily in the computer industry. He has developed extensive expertise in initiating, building and continuing growth for key relationships in complex business environments.

A dynamic executive with a proven track record of achieving successful business results and integrating organizations due to mergers and acquisitions, Mr. Bell has a deep proficiency in establishing new business development; building partner alliances, channels development and management; and managing change leadership. He possesses depth of hands-on experience in contact negotiation, merger and acquisition activities, and subsequent acquisition integrations. Mr. Bell is an accomplished presenter and speaker with highly effective communications skills and over 20 years of public speaking, presentation, and training facilitation experience.

Over the course of his career, Mr. Bell has provided leadership and guidance in developing people, leading cross functional teams, and creating distribution channel "friendly" processes and partnership programs, all while working directly with the business partner programs for IBM, Intel, Avnet, Arrow, and Microsoft. He has been an active contributor for partner marketing, operations, partner support organization and other councils representing the channels and distributors. Mr. Bell has also utilized his knowledge and skills to assist in an active role for not-for-profit organizations.

In addition, Mr. Bell has been a contributing writer to Arizona State University's Center for Services Leadership ("CSL") Symposium Strategic Handbook (2002, 2003), and has authored the white paper Building and Sustaining an Ecosystem (2006).

Mr. Bell received a bachelor's degree in Human Resources Management from Southern Wesleyan University. A lifelong learner, he has continued his education by both participating in company sponsored executive training and programs sponsored by outside organizations, including the Center for Services Leadership at Arizona State University's W.P. Carey School of Business.

Mr. Bell and his wife reside in Phoenix, Arizona.

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Organizational Interactions: Leadership talk on the art of "effective communication in the workplace and life"

(9:15am - 10:30am)

In the age of personal webpages, My Space© custom ring-tones, PDAs, mobility, IM, the "Blackberry prayer" and a continuous information explosion of super nova proportions, how do we interconnect and communicate to have the greatest impact and assure that our intended message is received and understood? Are the rules

changing? Are there even rules any longer? Learn or refresh your understanding of how to effectively communicate in the most connected world ever!

**Relational Chemistry & Social Architecture: Leadership talk
on the concepts on the art of connecting in a “cross-
generational and age diverse workforce”
(11:00am - 12:15pm)**

We are at a point in time like no other in the past. We are dealing with a multifaceted set of challenges that include; globalization, downsizing, off- and near-shoring, merger-mania, race, gender, and ethnicity issues. Add to that mix a phenomenon that is unique to our current era – four generations still active in the workplace. Explore why there is conflict and what can be done to pull these diverse groups together at a time when organizations can least afford internal conflict.