



Wai Poc, M.B.A.

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Experience / Approach

Wai Poc, M.B.A., is the the Principal of UnleashedLeaders and a Strategic Partner with Mariposa. Wai's last in-house role was at Genentech for +10 years, including with Engineering, Research, Sales and Marketing, Product Development and BD. As a trusted advisor, Wai consulted before, during, and after reorgs. Wai has partnered with VPs and their senior staff to assess, select, and develop leaders, including through succession planning. For +7 years as an Executive Coach, Wai focuses on accelerating leadership development. He loves to coach leaders to have impact!

Born in Shanghai and raised in Miami, Wai celebrates his Chino-Latino heritage. Differences – in how people think, feel, and act – have long captivated his curiosity, resulting in a major in cultural anthropology at Stanford and travels to +60 countries. Differences – in what people do, prioritize, and focus – either get in the way of collaborative work or can be the source of innovation, smart strategy, and agile execution.

Wai's clients are being challenged to risk smartly and grow fast, seeking his support on:

- *Strategic influence*: building alliances to get big things done
- *Power and politics*: not to be swept by undercurrents, instead rising above the fray
- *Executive presence*: accessing confidence when the stakes are ever higher
- *Career moves*: taking a step back, viewing a bigger picture, and iterating to launch
- *Sustainable success*: for family and health by changing habits of well-being

Recent Clients

His most recent clients include MBAs, Directors, and VPs at organizations such as:

Google	Revance Therapeutics	Facebook	Stanford's School of Business
Genentech	Fed Reserve Bank	Nintendo	Stanford's School of Law
LinkedIn	Mozilla	Oliver Wyman	Stanford's Executive Education

Education

Wai has an excellent grounding in both business and coaching:

- B.A., Stanford University
- M.B.A., Golden Gate University
- Certifications: New Ventures West for Coaching and Columbia University for OD

More

Residing in San Francisco, Wai cares for his family including a dog Teddy Roosevelt and a cat Geo. His love of animals and nature has led him to collaborate with MacArthur Fellow and primate researcher Patricia C. Wright on a book-in-progress *Unleashed: A Field Guide to Power and Politics at Work*.