

Paul McMurray, MS, Consultant & Trainer

Business Consultant/Executive Coach

For more than 25 years, Paul has helped leaders assess their organizations, develop their strategic plans and implement change initiatives. He has worked with boards of directors and senior leadership teams to create compelling visions and strategic goals. He has worked with all levels of management to help align their goals and daily tasks with leadership's strategic vision. Part of what makes Paul effective is his ability to create a safe environment for holding difficult conversations.



Paul has worked with large and small companies in writing and analyzing employee and customer surveys. His skills as an economist make him adept in creating business plans for new lines of business and he has helped over 50 companies implement these business plans into new profitable lines of business.

Master Trainer/Teacher

Paul has an extensive background in training and development. He is a Master Certified Trainer representing five different training companies and their programs:

- VitalSmarts: Crucial Conversations, Crucial Accountability, Influencer and Change Anything.
- Personify Leadership: A highly experiential leadership program called Personify Leadership.
- The Culture Works: All-In and What Motivates Me.
- Wiley: Everything DiSC, 5 Behaviors of a Cohesive Team.
- Executive Forum: I love Feedback.

Paul has managed and conducted open-enrollment trainings throughout the US and Canada and has taught hundreds of trainers how to be more effective in their training. Paul has worked in many industries as a trainer including: Agriculture, Aerospace, Automobile, Drilling, Financial Services, Food Services and production, Healthcare, Higher Education, Insurance, State and Federal Governments, Manufacturing, Mining, Natural Gas, Pharmaceuticals and Telecom. Some of his federal clients are: USDA, FDA, Missile Defense Agency, Army CHRA, Army Research Lab, Development & Engineering Command, USMC, NIH, International Broadcasting Bureau/Voice of America, NASA and USAID.

In his consulting and training work, Paul has engaged with employees at all levels, from the board of directors to the front-line staff. While his key training programs are in communications and leadership, Paul has also presented seminars on customer service, team building, influence, personal development and change.

In addition to his work in the United States, he has presented seminars in Eastern Europe (Budapest, Kosovo and Sarajevo), Malaysia, Trinidad, Canada, Taiwan, the United Kingdom, the United Arab Emirates, Kenya and Senegal.

He is one of the McMurray Brothers who teach and speak together regularly.

Dynamic Speaker

Paul is a skilled speaker in addressing audiences on the topics of leadership, influence, communications, resiliency, coaching and mentoring, and accountability. Consistently receiving accolades for his personable-style, humor and friendly nature, he creates an atmosphere of safety and openness that makes his speeches meaningful and motivational. He is a member of the National Speakers Association and has made presentations to audiences ranging from small executive retreats to large organizational meetings to conference keynotes. Paul enjoys using technology in his speeches so he can keep them engaging and interactive.

Academic Background

Paul studied and taught economics while in a Ph.D. program at Penn State University and also taught for 6 years at Monroe Community College in Rochester, NY. He is an adjunct faculty member at The Chicago School of Professional Psychology where he is working on his Ph.D. in Business Psychology. He holds two undergraduate degrees in English

and Economics and a graduate degree in Economics all from the University of Utah. He is an ACC certified coach from the International Coach Federation.