

## ROBERT E. LEFTON, PH.D.

**Co-Founder, Chairman &  
CEO, Psychological Associates**

### Education

Ph.D.  
Psychology  
Washington University  
St. Louis, MO

M.A.  
Psychology  
Washington University  
St. Louis, MO

B.S.  
Business and Psychology  
Washington University  
St. Louis, MO

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### Professional Experience

Robert Lefton, co-founder, Chairman, and CEO of Psychological Associates, Inc., is a leading United States consultant in leadership, management, organization development, and sales. Since earning his Ph.D. at Washington University, he has worked as a consultant with many of *Fortune's* 500 companies, and has served on the faculty of Washington University, The Motorola Executive Institute, the ALCOA Executive Institute, and CEO International, Inc. As one of the original developers of Dimensional Training®, he has conducted seminars for, and consulted with, several hundred leading corporations in the United States and Europe.

Dr. Lefton currently serves on the Boards of Directors of Stifel, Nicolaus & Company; Barnes-Jewish Hospital; and Drury Inns, Inc.; as well as on the Advisory Boards of many privately held companies. He has also served on the Advisory Board of the St. Louis Blues Hockey Club and the St. Louis Symphony Orchestra.

### Publications, Professional Affiliations, and Presentations

Dr. Lefton is co-author of five books, including *LEADERSHIP THROUGH PEOPLE SKILLS®*, *DIMENSIONAL® SELLING™*, *Effective Motivation Through Performance Appraisal*, and *Making Common Sense Common Practice*. His latest work, *Why Can't We Get Anything Done Around Here?*, was co-authored with Jerome T. Loeb, former Chairman of The May Department Stores Company. He is also a contributor to such well-known business journals as *Sales Meetings*, *Training and Development Journal*, *National Productivity Review*, and *Marketing*. He has been quoted or referred to in *The Wall Street Journal*, *Daily Telegraph of London*, *St. Louis Post-Dispatch*, *Forbes*, *Fortune*, *Time*, and *Psychology Today*.

One of his major interests is the link between leadership skills and productivity, a topic on which he has written several articles. In frequent demand as a speaker at conventions and industry meetings, Dr. Lefton has addressed such groups as The American Society for Training and Development, The Securities Industry Association, Bankers Administrative Institute, The Young Presidents Club, The United Kingdom's Education and Training Conference, and The American Chamber of Commerce in London.

### Honors

Dr. Lefton has received a proclamation from the Mayor of St. Louis for efforts on behalf of the St. Louis Community. He was also awarded a Certificate of Recognition from the Greater St. Louis Police Academy for contributions to management training.

Dr. Lefton was also recently selected to join the distinguished Executives in Residence program at the John M. Olin School of Business at Washington University. This elite team of executives brings a wealth of business insight and knowledge to students' educational experience. Dr. Lefton's residency focuses on family business.

