



**Stephen R. Mercer**  
Consultant

**“The definitive philosophy of leadership and strategy was expressed by Sun Tzu over two thousand years ago. All else is commentary.”**

– Stephen R. Mercer, Consultant, TRI Corporation

### Leadership/Industry Expertise

Stephen R. Mercer, a consultant with TRI Corporation, is former Vice President, Learning and Leadership Development, The Boeing Company. Steve, who joined Boeing in 1998, led a team tasked with creating the Boeing Leadership Center. This initiative included constructing a 120-room educational campus and learning center in St. Louis, MO and developing an integrated core leadership curriculum targeting key transition points in a leader's career.

Over four years, Steve helped The Leadership Center grow into a 204 room facility offering nearly 30 leadership and functional excellence programs. These leading edge executive programs included BoeingSim, a complex multidimensional free play business simulation; the Global Leadership Program, a business driven action learning initiative conducted in strategic global locations; and a unique International Consortium Program, which targeted the Vice President role. This program was conducted worldwide in partnership with four other global companies.

### Bio

Steve joined Boeing after a 30-year career with General Electric Company. In his last role at GE, Steve served as Manager of Executive Education of the company's Corporate Leadership Development Organization in Crotonville, New York. He and his team led business-driven action learning programs and special customer Executive Programs for GE's customers in over 50 countries on five continents, including China, Southeast Asia and Russia. Steve had extensive hands-on experience at GE with their Aircraft Engine Group. He worked as a systems engineer on commercial jet engine flight test programs; as manager in their Transit Systems Department–Transit Equipment Marketing; and as Managing Consultant in GE's Marketing Consulting Operation.

### Positions Held

- Vice President, Learning and Leadership Development, The Boeing Company
- Steve served in various roles at General Electric, Crotonville, New York:
  - Manager of Executive Education, Corporate Leadership Development Organization
  - Systems Engineer, Commercial Jet Engine Flight Test Programs
  - Manager, Transit Systems Department–Transit Equipment Marketing
  - Managing Consultant , Marketing Consulting Operation

### Accomplishments & Awards

- U.S. Army Corps of Engineers: Steve served both in Germany and Vietnam.
- Advisory Board Member, The Institute of International Business, St Louis University
- Advisory Board Member, Board of Visitors of the Defense Acquisition University and the Central Intelligence Agency University, Japan-American Student Conference
- Director, Council on Development, Education, and Training, The Conference Board

### Education

- MBA, Xavier University
- Bachelor of Science, Mechanical Engineering, City College of New York

### Personal

Steve is a native of New York City.