



Pfeiffer Partner Program

Cliff Hakim

Cliff Hakim is the founder of Rethinking Work, an Arlington, Massachusetts-based career consulting and executive coaching firm. Since 1990, Cliff's focus has been to guide and support people, inside and outside of organizations, as they rethink their work. Thus the name of his business, Rethinking Work®, and his most recent book, *Rethinking Work: Are you ready to take charge?* (Davies-Black, 2007). He also pioneered the social contract "we are all self-employed" and author of the business best seller by the same name: *We Are All Self-Employed* (Berrett-Koehler, 2nd edition 2003).

Professional Expertise/Services

Cliff's consulting, seminars, and books inspire people to honor their uniqueness and make decisions, from the inside out that are good for themselves, their families, and their business or organization. He encourages balance to gain both intrinsic and extrinsic rewards and practices the same in his life.

Authored over 50 articles, most recent: "Valuing Values, How to Drive Productivity," Career Smart Advisor, July 26, 2010

Coached hundreds of professionals—inside and outside of organizations—about the process of Rethinking Work to successfully manage transition and match their strengths with the marketplace and organizational needs. Individuals have worked in diverse professions ranging from engineering to human resources to science to entrepreneur. Organizations have varied ranging from Massachusetts Financial Services to WGBH to Interise to Northeastern Vermont Regional Hospital.

Presented to diverse audiences about the new workplace, transition, and how to bring one's strengths to work. Organizations have included The Conference Board, Boeing Corporation, Bank of Boston, United States Department of the Interior, JFK University, California Water Company, Boston College, N.E. Society for Healthcare Communications, Tufts and Harvard Universities, Financial Executives Network, Suffolk University, and Society for Professional Consultants.

Recent Assignments - Examples below

- Healthcare Organization – Guided a chief medical officer to clarify and develop his leadership role
- Manufacturing Organization – Coached an operations manager to respect and lead via his values
- Coached a COO to carve out a new niche and become president of an institute
- Coached a IT Manager through transition to become a CTO in a new company
- Coached a management consultant to focus his business model and write his first book
- Guided a communications specialist to start his own business and teach at a university

Education and Professional Affiliations

- Masters, Boston College, Special Education
- Post-Graduate Education, Fielding Institute, Individual & Organizational Development
- Continuing Education, MIT Enterprise Forum, Entrepreneurship

Contact Information

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