



# Rebecca DeLuca

**Regional Sales Manager**

**Nationality:** Italian

**Current Location:** Milan, Italy

**Program Participant:** August 2017 - July 2018



## Main leadership challenge at the outset:

- Low awareness of own attitude and behavior impact on team dynamics
- Being emotional during discussions, thus resulting in potential conflicts
- Low self-confidence in new role, working with senior leaders
- Room for improvement in work-life balance and self-management



## Key learnings during the program:

- Effective time management – being in control of my day instead of being controlled by my agenda
- Understanding what is important for me personally and professionally
- Learning about resilience and how to feel good to perform well
- Knowing my leadership purpose now, energizes everything I do



## My program highlights:

- Inspiring – new life – new friends
- Very different from a 'traditional' learning approach
- Experiences that make behavior change possible and sustainable



## Personal Impact:

- Sharpening my emotional intelligence and self-awareness
- Developing my very own strategy for work-life balance
- Huge increase in my professional self-confidence



## Business impact:

- Connecting my leadership purpose to my daily work has had a positive impact on my own engagement and on our team dynamics
- I am a more collaborative leader with more effective communication skills
- My time management and resilience has improved which positively impacts results

»This program is not comparable with anything else I participated in or heard about. The biggest impact for me was the different learning approach. It is not learning from books or attending classes; it is using a method that let's you "experience" and connect with emotions, so that a behavior and mindset change is possible from within. Working with the GAIA Insights Program Mentors, who explain the content and then let us apply it in real-life, getting constant coaching and feedback: this way of learning is very different from a traditional program, very congruent and long-lasting.«

