Jennifer Marcou

Speaker, Author, Leadership Coach

Bio

Jennifer Marcou is a highly sought-after international coach and speaker specializing in **introverted leadership**. Jennifer has spoken at prestigious global events such as Forbes Under 30, Create & Cultivate, and New York University. She is the author of *The Introvert Quiet Confidence Manifesto* and an upcoming book on introverted leadership*,* ***Lead with Quiet Confidence*** (to be released in 2026).

With 30 years of leadership experience at Microsoft and American Express, including roles as General Manager and Vice President, she has empowered hundreds of introverted professionals to elevate their confidence and impact at top global firms including **Microsoft, Amazon, Google, American Express,** Expedia, Danaher, Cepheid, Beckman Coulter, and others. Jennifer holds an MBA from NYU Stern School of Business, a Bachelor of Science in Biology from Georgetown University, and a Professional Coach Certification from the International Coach Federation. She is the **founder of Marcou Coaching and creator of the Lead with Quiet Confidence programs,** which help introverts increase their success by leading authentically rather than changing who they are.

With her mix of compelling story telling, science-backed insights and practical strategies, Jennifer Marcou empowers audiences to:

- **Recognize the power of introverts in the workplace,**
- **Maximize their strengths through building confidence and**
- **Have impact without changing who they are.**

Keynote

Lead with Quiet Confidence: How introverts can have greater impact

Workshops

- *Wisdom Within*
- *Critical Voice*

Featured on:

- *Leave Better* podcast
- *What Do You Know To Be True?* podcast

https://open.spotify.com/episode/1PCteRC4wknVJLVupC0gFc

Connect with Jennifer

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Marcou Coaching

Program Description - Keynote

Lead with Quiet Confidence: How Introverts Can Have Greater Impact

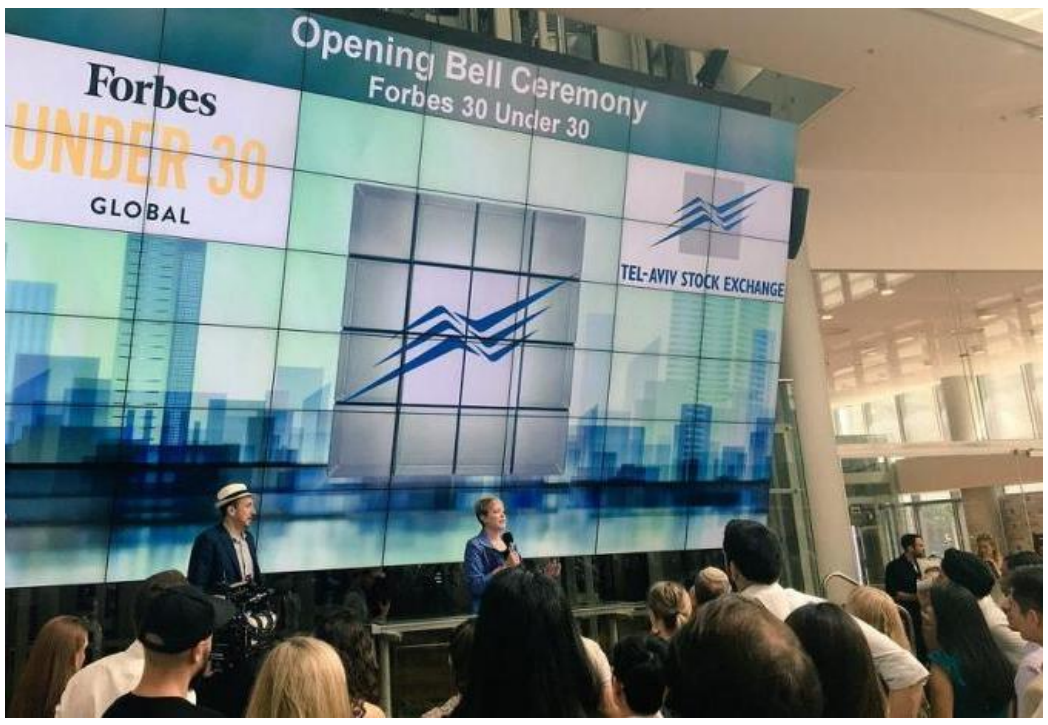
Program Bio

Imagine a world where everyone can lead as their authentic self. The introverts would not have to act like extroverts and the extroverts would not have to be frustrated by not hearing the perspectives from introverts. Meeting the extroverted ideals in the workplace is challenging for introverts, leaving many introverts frustrated, underutilized, and invisible.

Fifty percent of the world population are introverts, yet many of introverts' ideas are lost…

not because of their lack of potential for impact but because of their preferences to stay quiet and manage their energy.

In this empowering and enlightening session, you will better understand introverts, learn to appreciate their strengths and mitigate their challenges to amplify their leadership, earn respect and drive meaningful results. Introverts can have significant impact if they can accept themselves, and their organizations can appreciate and support their strengths to ensure high team performance.



Takeaways

You will learn simple and straight-forward strategies that you can use to:

- Appreciate the impact of introverted and extroverted preferences in the workplace
- Understand the cost of not having introverts perform at their best
- Learn and leverage the biological reasons and strengths of introversion
- Recognize challenges of an introvert in an extroverted culture and how to mitigate them
- Identify behaviors to have greater impact by showing up, connecting and contributing without changing an introvert
- Discover ways to refill one's energy tank

Whether you are an introvert or manage or work with introverts, you will find practical strategies that enable you to be more successful and impactful as a leader and employee to maximize team performance and retain talent.

Timing: 30-60 min

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Program Description - Workshop

Wisdom Within Workshop

Program Bio

You know that **inner knowing, that voice inside of you that knows what is the right path for you. That is your Wisdom Within.** But why is that voice so quiet? Why during times of stress or indecision does that voice disappear? What would you be able to do if you had that clarity on what to do or how to show up in any situation?

Confidence is not out there, it is within you.

The Wisdom Within Workshop will help you connect to that true self and provide techniques and strategies to access that inner knowledge. It is a powerful-interactive session to find your inner knowing. Through a 20-minute guided visualization exercise, you will meet your Wisdom Within. Then you will learn strategies to ensure you can access your powers anytime even in times of stress. Your Wisdom Within knows the right path for you. They are your own personal guide to help you through your most important decisions and challenges.

Takeaways

You will learn easy-to-repeat techniques to:

- Meet your Wisdom Within, your trusted inner knowing who can guide your decisions
- Identify strategies to use your Wisdom Within in times of stress or important decisions
- Identify ways to keep your Wisdom Within close to you every day
- Identify some relaxation techniques to better access your Wisdom Within

Timing: 60 Min

Group Size: 5-100 people

Format: Live or Virtual

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Program Description - Workshop

Critical Voice Workshop

Program Bio

We all have that **negative, harsh, Critical Voice** in our head that tells us that **we are not good enough or smart enough**. It is the voice that says we can't do what we aspire to do. Imagine what would be possible if you could turn down that voice and fully be the person you are meant to be.

Negativity is a reflex,
but confidence is a practice.

The Critical Voice Workshop will help you recognize and reduce that negative voice. Through a 15-min visualization exercise, you will meet your personal Critical Voice. You will learn its important role to keep you safe. Then you will learn practical strategies for tuning out that voice. Your Critical Voice does not need to lead your thinking. This workshop will help you empower to be your true self without all the harsh internal criticism.

Takeaways

You will learn easy-to-repeat techniques to:

- Meet and name your Critical Voice
- Understand the role of your Critical Voice
- Identify how your Critical Voice is holding you back
- Recognize that your "why" is stronger than your worry
- Learn strategies to reduce that Critical Voice by:
  - Recognizing it
  - Removing it away from you
  - Rewiring your Critical Voice to support you
- Practice keeping your Critical Voice quiet while becoming who you are meant to be

Timing: 60 Min

Group Size: 5-100 people

Format: Live or Virtual

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Testimonials

"[Jennifer] helped me understand how being an introvert can be leveraged as a strength in the workplace, and also provided practical, useful tactics for how to quiet the “negative” inner voices and enhance the positive to give me more confidence to speak up and ask questions in conversations - especially when I am not an expert."

Director
Microsoft

”[Jennifer] helped me see that I don't have to change who I am to be a great leader. It is showing up as I am; quiet but speaking with conviction, humble and operating with integrity. "

Technical Leader
Veralto

"As someone who has felt drained by overly social environments or large work settings, I struggled to find ways to maintain confidence and presence without pushing myself into exhaustion. This program helped me embrace my introversion while equipping me with strategies to communicate effectively and establish meaningful connections."

Marketing Manager
Microsoft

"One of the most significant takeaways for me was realizing that I am not the only introvert. People often assume that one must be extroverted to be successful in fast-paced companies that require heavy interaction with others, but it was truly inspiring to meet so many introverted individuals who have found great success in a variety of roles."

Manager
Microsoft

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Fee Schedule

US, Canada and Mexico

30-60 min Keynote	$ 5,000
60 min Workshop	$ 2,500
Half Day (up to 4 hours)	$10,000

Non-Profit and Education

30-60 min Keynote	$ 2,000
60 min Workshop	$ 1,500
Half Day (up to 4 hours)	$ 5,000

Travel not included.
Please call for pricing on custom programs.

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