

# Stanford

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## Jeff Cabili

Spring CSP Instructor  
Continuing Studies and Summer Session

### CONTACT INFORMATION

- GSB Office Information, Class of 1968, C301K

### Bio

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#### BIO

Jeff Cabili is the former Director of Business Development at the Stanford Graduate School of Business, Executive Education, where he worked from 2005 till 2015.

He has been an Instructor at Stanford Continuing Studies every quarter since 2006 on the topic "Effective Nonverbal Communication". He teaches entrepreneurs, senior executives, engineers, educators and graduate students how to deliver with impact their presentations through the effective use of body language and of voice modulation. The focus of his topic is on "How to Say it" rather than on "What to Say". The objectives of the course include the improvement of self-confidence, executive presence, how to say it with charisma and passion.

Jeff Cabili has also been teaching at the Stanford Pre-Collegiate Summer Institutes every summer since 2015. His students are high-schoolers from Colombia, Chile, Cyprus, Kazakhstan, Japan, China, Singapore and the Middle East. The topics he teaches are "Effective Nonverbal Communication", "Storytelling", "Pitch Polishing", "Effective Leadership", "Business & Entrepreneurship" and "Design Thinking".

Jeff is also a keynote speaker on topics such as "The History of Innovation in Silicon Valley", "Leadership and Disruptive Technologies", which he delivers in 5 languages.

During 6 years, Jeff was a senior consultant in Total Quality Management and his clients included global companies such as Crédit Lyonnais (France), Banco Tornquist (Argentina), Banco Frances e Brasileiro (Brazil) and Valeo (France).

During 25+ years he held senior management positions at companies such as Hewlett Packard and Memorex (10 years). His latest management responsibility was that of Managing Director for Vicinity Southern Europe - based in Paris - where he was overseeing five European countries.

Jeff earned a MBA from the Wharton Graduate School (University of Pennsylvania) and a MS in Chemical Engineering from the National Polytechnic Institute of Grenoble (INPG). He also holds a Certificate on Interpersonal Dynamics for High Performers from the Stanford Graduate School of Business.

### ACADEMIC APPOINTMENTS

- Casual - Other Teaching Staff, Continuing Studies and Summer Session