

# Jonathan Marshall, PhD

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## WEBPAGES

National University of Singapore <http://lkyspp.nus.edu.sg/faculty/marshall-jonathan/>  
Singapore Management University <http://socsc.smu.edu.sg/master-tri-sector-collaboration/faculty> (scroll down)  
Marshall Consulting <http://marshallconsulting.com>

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## PROFILE



## LEADERSHIP PSYCHOLOGIST

Faculty member at two universities, executive coach, leadership trainer, and psychotherapist.

Faculty member at the National University of Singapore and the Singapore Management University teaching leadership studies to graduate students and mid-career professionals. Supervisor and Coach for INSEAD Business School; and coach for Singapore's Civil Service College. Head of a boutique leadership development firm that specializes in c-suite leadership needs. Doctorate from Stanford; postdoc at Harvard; Naval officer in the Singapore Armed Forces. Managed staff of 80. Started and, for 4 years, supervised non-degree coaching program at the National University of Singapore. Multiple publications. Received commendations for teaching excellence in both of the last 2 years as a fulltime faculty member. Skilled in diversity issues: lived in four countries across three continents for at least 6 years. 3<sup>rd</sup> generation Singaporean.

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## EMPLOYMENT

### University Faculty Appointments

- 2014 – Singapore Management University, School of Social Sciences, Adjunct Professor
- 2013 – National University of Singapore, Lee Kuan Yew School of Public Policy, Adjunct Associate Professor (following 7 years as full-time faculty)

### Primary Corporate Appointment

- 2013 – Marshall Consulting Pte. Ltd., Executive Director

### Secondary Appointments

- 2014 – Caulfield Coaching, United Kingdom, Executive Coach
- 2013 – Civil Service College, Singapore, Associate Coach
- 2013 – Fernhill Consultancy, Singapore, Clinical Associate
- 2012 – INSEAD, Consulting and Coaching for Change Program, Singapore, Supervisor & Coach
- 2007 – Mobius Executive Leadership, Massachusetts, USA, Senior Consultant
- 2007 – COMO Shambhala, Bali, Indonesia, Board of Advisors

### History of Employment

- 2006 – 13 Lee Kuan Yew School of Public Policy, National University of Singapore: Assistant Professor of Leadership Studies

2005 – 06 Nanyang Technical University, Singapore: Assistant Professor of Psychology  
2004 – 04 Harvard University, Cambridge, Massachusetts: Postdoctoral Fellow in Psychology  
2002 – 03 University of San Francisco, California: Predoctoral Intern in Psychology (part-time)  
2001 – 02 Kaiser Permanente, Milpitas, California: Predoctoral Intern in Psychology (part-time)  
1999 Yahoo!, Cupertino, California: Usability Intern  
1996 Four 11, Menlo Park, California: Usability Consultant and Advertising Analyst. (This startup created Yahoo! Mail.)  
1987 – 90 Singapore Armed Forces: Naval Officer

## **QUALIFICATIONS, TRAINING, & AWARDS**

### **Primary Qualifications**

Stanford University, California

- 2003 PhD in Counseling Psychology (APA-accredited program)
- 1994 BA in Psychology

### **Other Qualifications & Training**

2014 The Work of Byron Katie, MA, USA  
2014 TRE (Tension & Trauma Release Exercise), Level 1, Singapore  
2013 Milton-Erickson Hypnosis Foundation, Intermediate Hypnosis, Singapore  
2013 Milton-Erickson Hypnosis Foundation, Basic Hypnosis, Singapore  
2013 Mobius Executive Leadership Winning From Within facilitator training, MA, USA  
2013 Harvard University, working with Ron Heifetz in teaching 2-week, intensive course “Leadership on the Line” to 130 masters  
2011 Society for Clinical and Experimental Hypnosis, Advanced Hypnosis, New Orleans  
2010 Society for Clinical and Experimental Hypnosis, Advanced Hypnosis Boston  
2009 Teaching assistant in Adaptive Leadership for Dean Williams, Harvard University  
2009 Presencing: Collective Leadership for Profound Innovation and Change, Presencing Institute, MA, USA  
2009 Immunity to Change with Robert Kegan, Harvard University  
2009 Co-taught Adaptive Leadership with Dean Williams, National University of Singapore  
2009 Clinical training in Mind/Body Medicine, Harvard University  
2009 Society for Clinical and Experimental Hypnosis, Advanced Hypnosis, Reno  
2009 Co-taught Adaptive Leadership with Dean Williams, National University of Singapore  
2009 Teaching assistant in Adaptive Leadership for Dean Williams, Harvard University  
2008 Myers-Briggs Type Indicator for Trainers, Hemisphere Consulting, Singapore  
2007 The Art and Practice of Leadership Development, with Ron Heifetz, Harvard University  
2007 Leadership Development Training, Centre for Creative Leadership, Singapore  
2004 Facilitative Mediation (40 hours), Mediation Works Inc., Boston, MA, USA.  
2004 Difficult Conversations, Harvard Program on Negotiations  
2001 Society for Clinical and Experimental Hypnosis, Intermediate Hypnosis, San Antonio  
1995 Mindfulness-Based Stress Reduction for clinical settings; 4 months of silent meditation retreats; on-going practice.  
1994 Society for Clinical and Experimental Hypnosis, Intermediate Hypnosis, San Francisco  
1993 Society for Clinical and Experimental Hypnosis, Basic Hypnosis, Tampa

## **Awards**

Lee Kuan Yew School of Public Policy

- 2012 Commendation for Teaching Excellence
- 2011 Commendation for Teaching Excellence

## **CLIENTS**

### **Workshops (up to 1 month)**

2014 Microsoft – Senior Leadership Team, Thailand  
2014 Microsoft – Legal and Corporate Affairs, South-East Asia  
2014 INSEAD, Supervisor for Executive Masters in Coaching and Consulting for Charge, Singapore  
2013 Inaugural workshop for the National University of Singapore – YPO Leadership series  
2013 APM Terminals, Singapore  
2013 Young Presidents Organization – National University of Singapore\* Leadership series, (Second workshop)  
2013 The Conference Board, Singapore  
2013 Young President’s Organization (Mumbai subsidiary), Singapore  
2013 Young President’s Organization (Singapore subsidiary), Myanmar  
2013 Procter & Gamble, Singapore  
2013 PricewaterhouseCoopers, Singapore  
2013 INSEAD, Coach for Executive Masters in Coaching and Consulting for Charge, Singapore  
2013 INSEAD, Supervisor for Executive Masters in Coaching and Consulting for Charge, Singapore  
2013 Young Presidents Organization, Singapore\*  
2013 Dell, Asia-Pacific-Japan Services, Singapore – Malaysia  
2012 Lee Kuan Yew School of Public Policy, Senior Management Program\* (program Co-Chair)  
2012 INSEAD, Supervisor for Executive Masters in Coaching and Consulting for Charge, Singapore  
2012 Lee Kuan Yew School of Public Policy, Senior Management Program\*, (program co-chair)  
2012 Office of the Indian Economic Service\*  
2011 National University of Singapore Business School Executive Education\*  
2011 Hong Kong Independent Commission Against Corruption\*  
2011 Lee Kuan Yew School of Public Policy, Senior Management Program\*, (program co-chair)  
2011 National University of Singapore, Provost’s Office  
2011 Monetary Authority of Singapore (unrelated division to earlier workshop)  
2011 Monetary Authority of Singapore  
2011 Ministry of Foreign Affairs, Singapore (6 workshops)  
2010 Hong Kong Independent Commission Against Corruption\*  
2010 SKF Group\*  
2010 National University Hospital, Department of Psychological Medicine, Singapore  
2009 Bruneian Civil Service\* (program Chair)  
2009 Alcatel-Lucent Technologies  
2009 Bruneian Civil Service\*  
2009 Senior Management Program\*, Lee Kuan Yew School of Public Policy (4 weeks)  
2009 Mekong Leaders Program\*  
2009 Association for Pacific Rim Universities  
2008 Lee Kuan Yew School of Public Policy, Senior Management Program\* (program Chair)

2008 Mekong Leaders Program\*  
2008 United Nations Development Program\*  
2008 Singapore's Social Workers Program\*  
2008 Club 21, Singapore  
2008 Ministry of Community Development, Youth and Sports Program\*  
2007 Family Court in the Subordinate Court of Singapore  
2006 Shan You Counseling Centre, Singapore  
\*Clients via the Lee Kuan Yew School of Public Policy, National University of Singapore

### **Completed Appointments**

2012 – 13 Jollibee Foods Corporation, Manila, the Philippines  
2012 Sea-Change Partners, Singapore (Senior Consultant)  
2010 – 11 Ministry of Foreign Affairs, Singapore (Leadership Consultant)

### **Talks**

2014 Anti-Aging Medicine Asian Congress, Singapore  
2013 Memorial for Mandela, Speaker's Corner, Singapore  
2013 Ericksonian Hypnosis community (November), Singapore  
2013 Ericksonian Hypnosis community (September), Singapore  
2013 Raffles Institution, Singapore, (Keynote address)  
2013 Ericksonian Hypnosis community (June), Singapore  
2013 International Coaching Federation, Singapore  
2011 Survival Chic, Singapore  
2010 Republic Polytechnic, Singapore  
2010 National University Hospital, Department of Psychological Medicine, Singapore  
2010 Facilitator's Network of Singapore  
2009 Singapore Nurses Association, Singapore  
2007 Whatever Pte. Ltd., Singapore  
2007 Kit Quat Intellectuals, Singapore  
2005 Harvard Negotiation Program, Cambridge, USA  
2005 Harvard Divinity School, Cambridge, USA  
2005 Harvard University Health Service, Cambridge, USA

## **MEDIA**

### **TV / Webcasts**

2014 Channel News Asia, It Figures, [Impact of Birth Order](#)  
2014 Channel News Asia, It Figures, [How Many Friends We Need](#)  
2008 National University of Singapore Lunchtime Forum, [Mental Resilience](#)

### **Non-Academic Articles**

Marshall, J. (2013). "Sex, Lies, and Leadership: An inevitable threesome?" The Straits Times, 8 Jan. p.A21  
Marshall, J. (2012). "The Paths to Happiness" Global-is-Asian(15): 62-63.  
Marshall, J. (2012). "Intuitive Decision Making" Global-is-Asian(13): 65.  
Marshall, J. (2011). "Lessons from 9/11" Global-is-Asian(12): 72.  
Marshall, J. (2011). "Six Factors of Leadership Derailment" Global-is-Asian(11): 64-65.

Marshall, J. (2011). "Psychology of a Dictator" *Global-is-Asian*(10): 77.

Marshall, J. (2011). "Will We Duck in Time?" *Global-is-Asian*(9): 63-64.

#### **Academic Articles & Conference Presentations**

Ng, T. P., R. Kumar, et al. (2011). *Ethnic and Cultural Dimensions of Successful Ageing in Singapore*. International Association of Gerontology and Geriatrics, Melbourne, Australia.

Marshall, J., J. Narayanan, et al. (2011). *Meditation & Decision Making – A Feasibility Study*. Society for Clinical and Experimental Hypnosis, New Orleans, Louisiana.

Marshall, J., Koopman, C., Nevo, R., Abbot, B., Zarcone, J., Slattery, C., Elliott, C., & Spiegel, D (2009). *Distinguishing Credible from Fabricated Memories of Sexual Abuse*. Society for Clinical and Experimental Hypnosis, Reno, Nevada.

Marshall, J. (2008). *Asian Policy Makers and the MBTI Instrument*. Myers Briggs Asia Conference Singapore.

Butler, L., Waelde, L., Hastings, A., Chen, X., Symons, B., Marshall, J., Kaufman, A., Nagy, T., Blasey, C., Seibert, E., Spiegel, D. (2008). "Meditation with yoga, group therapy with hypnosis, and psychoeducation for long-term depressed mood: a randomized pilot trial." *Journal of Clinical Psychology* 64(7): 806-820.

Sethi, R., Fogg, BJ, Ainslie, J., Marshall, J (2003). *The Carrot or the Stick? Positive and Negative Sounds in Interactive Software*. Computer Human Interaction. Fort Lauderdale, Florida.

Harris, A., S. Standard, et al. (2002). "The Accuracy of Abstracts in Selected Journals of the American Psychological Association." *Journal of Psychology* 136(2): 141-148.

Fogg, B., J. Marshall, et al. (2001). *What Makes Web Sites Credible? A Report on a Large Quantitative Study*. Computer-Human Interaction. Seattle.

Fogg, B., J. Marshall, et al. (2001). *Web Credibility Research: A Method for Online Experiments and Early Study Results*. Computer-Human Interaction. Seattle, USA.

Shon, J., J. Marshall, et al. (2000). *The Impact of Displayed Award on the Credibility and Retention of Web Site Information*. American Medical Informatics Association.

Fogg, B., J. Marshall, et al. (2000). *Elements that Affect Web Credibility: Early Results from a Self-Report Study*. Computer-Human Interaction. Den Haag, The Netherlands.

#### **Dissertation & Book Chapter**

Marshall, J. (2003). *Hypnotizability and Religious Motivation in the Treatment of Long-Term Depressed Mood*. School of Education. Stanford, Stanford University.

Fogg, B., E. Lee, et al. (2002). *Persuasive Computing: Using Technology to Change Attitudes and Behaviors*. *The Persuasion Handbook: Theory and Practice*. J. P. P. Dillard, M. Thousand Oaks, CA, Sage.

#### **Supervised Published Case Studies**

Kaur, S. (2014) *Not the Singapore We Know*. Lee Kuan Yew School of Public Policy. National University of Singapore.

Goyal, N. (2013) *The Summer of Discontent: How the 'India Against Corruption' Movement Unfolded*. Cases A, B, & C. Lee Kuan Yew School of Public Policy. National University of Singapore.

Eckert, C. (2013). *The Aung Sans of Myanmar*. Lee Kuan Yew School of Public Policy. National University of Singapore.