

# Denise H. Hurst



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## Summary of Qualifications

Denise Hurst consults in the areas of strategic management and business development, drawing from 25 years of work with high-tech and entrepreneurial ventures. She began her career at Management Systems Laboratories, where she saw Dr. Harold A. Kurstedt's systems approach to management and solution-focused leadership principles first applied. Her clients have spanned defense, government, higher education, nonprofit, professional association, and commercial high-tech industries. She consults in organizational development based on her past relationship with Peter F. Drucker and Harold A. Kurstedt, focusing on the connection between personal accountability and the organization's culture and mission in successful strategy and execution. In the training and development area, her work has included the development and delivery of programs for technology professionals. In 2005, she conducted research to identify the training and development needs of computer technology and engineering professionals, surveyed organizational budgets and commitment levels, and specified requirements for a distance learning system to meet those needs as a new product line offering. Denise is currently working with start-up organizations on strategic management, product development, sales and marketing strategy, technology infrastructure, and funding.

## Education

**M.A. Management; Strategy and Leadership**, The Peter F. Drucker Graduate School of Management, Claremont Graduate University, Claremont, CA  
**Certificate in Executive Management**, Executive Management Program, The Peter F. Drucker Graduate School of Management, Claremont Graduate University, Claremont, CA  
**B.A. English, Communications and Psychology concentrations**, Virginia Tech, Blacksburg, VA including study abroad at The University of Edinburgh, Edinburgh, Scotland and The University of Sussex, Sussex, England  
**Ongoing Continuing Education**: Carruth Center for Entrepreneurial Studies and The Cox School of Business, Southern Methodist University, Dallas, TX  
**Past Continuing Education Coursework**: George Mason University, The University of Maryland, Sandler Sales Institute, Zenger-Miller Management, and Xerox Corporation.

