

Teresa Woodland (伍德兰)

Teresa Woodland (伍德兰 wǔdélán) is the founding principal of WuDeLan Partners, a management consultancy that helps organizations in China strengthen their leadership talent and organizational capabilities. A strategic thinker, Teresa quickly grasps complex systems and processes, analyzes stakeholders, determines the underlying capabilities that will enable an individual or organization to achieve its goals, and then helps people and groups grow and achieve their goals.

Teresa has been helping individuals and organizations in Asia and the U.S. perform to their best ability for more than 20 years. She has extensive experience in change management, business strategy and execution, organizational communication, teaching, and professional and organizational development.

From 1996-2002, Teresa was a communication specialist in McKinsey & Company's Beijing office. She helped consultants and clients to clearly articulate strategic recommendations and increase stakeholder commitment. She served Chinese, multinational and Korean clients, helping them develop and implement post-merger integration and performance improvement programs where communication was key to success. Teresa also specialized in capability development. She designed and delivered 30+ programs in communication, problem solving, and clientele development for clients and consultants of all tenures. She also developed and implemented reputation-building strategies for McKinsey's Beijing and Shanghai office.

In 2002, Teresa transferred to McKinsey's Seoul office to partner with office leaders in fostering a culture that promoted leadership development and enhanced client service. She helped improve team performance by identifying and resolving difficult issues and facilitating group communications. She conducted 360° feedback for partners and senior consultants. She coached expatriate partners to maximize their effectiveness with Asian clients, consultants, and teams. She also counseled consultants on performance, leadership style, communication, and career planning.

Teresa has taught in several Chinese universities. From 1987-89 she helped develop Yanshan University's Foreign Languages curriculum. In the US, she has developed and conducted cross-cultural, business communication, and leadership courses for executives from Westinghouse, AEG, GE, PPG, Rockwell, and ALCOA. Teresa has also worked as a management consultant and writer in Hong Kong and the U.S.

Teresa helps lead the American Chamber of Commerce-China's (AmCham) efforts to foster collaboration between U.S. companies and the Chinese government. She has served as a governor (2006), vice-chair (2007), and public policy committee co-chair (2006-2007). In 2006, she led an advocacy strategy development effort that involved hundreds of AmCham members and laid out a path for deepened collaboration in the post-WTO era.

Teresa holds a B.A. in English and Education from the University of Pittsburgh and an M.B.A. in International Management from Thunderbird. She completed New Ventures West's professional coaching course in 2004. She has lived in Asia for 15 years and is highly proficient in Mandarin Chinese.

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