

Carla Harris

Vice Chairman, Managing Director, and Senior Client Advisor at Morgan Stanley

Please contact a GDA agent for information.

Topics

- Economics & Finance
- Health & Wellness
- Inspiration & Achievement
- Leadership

About Carla Harris

Carla Harris is a Vice Chairman, Managing Director and Senior Client Advisor at Morgan Stanley. She was most recently as a Vice Chairman responsible for increasing client connectivity and penetration to enhance revenue generation across the firm. She formerly headed the Emerging Manager Platform, the equity capital markets effort for the consumer and retail industries and was responsible for Equity Private Placements. In her 30 year career, Ms. Harris has had extensive industry experiences in the technology, media, retail, telecommunications, transportation, industrial, and healthcare sectors. In August 2013, Carla Harris was appointed by President Barack Obama to chair the National Women's Business Council.



For more than a decade, Ms. Harris was a senior member of the equity syndicate desk and executed such transactions as initial public offerings for UPS, Martha Stewart Living Omnimedia, Ariba, Redback, the General Motors sub-IPO of Delphi Automotive, and the \$3.2 Billion common stock transaction for Immunex Corporation, one of the largest biotechnology common stock transactions in U.S. history. Ms. Harris was named to Fortune Magazine's list of "The 50 Most Powerful Black Executives in Corporate America", Fortune's Most Influential List, U. S. Bankers Top 25 Most Powerful Women in Finance (2009, 2010, 2011), Black Enterprise's Top 75 Most Powerful Women in Business (2017), and "Top 75 African Americans on Wall Street", and to Essence Magazine's list of "The 50 Women Who are Shaping the World", Ebony's list of the Power 100 and "15 Corporate Women at the Top" and was named "Woman of the Year 2004" by the Harvard Black Men's Forum and in 2011 by the Yale Black Men's Forum.

Prior to joining Morgan Stanley, Carla received an MBA, *Second Year Honors* from Harvard Business School and an AB in economics from Harvard University, *Magna Cum Laude*. Carla has also received Honorary Doctorates of Laws, Humanities and Business from Marymount Manhattan College, Bloomfield College, Converse College, Jacksonville University, Simmons College, the College of New Rochelle, St. Thomas Aquinas College, Babson College and Fisk University, Wake Forest University and Felician University respectively. Carla Harris is actively involved in her community and heartily believes that "we are blessed so that we can be a blessing to someone else."

She is the past Chair of the Board of the Morgan Stanley Foundation and of The Executive Leadership Council, and sits on the boards of Sponsors for Educational Opportunity (SEO), The Sesame Workshop, Mother Cabrini Foundation and is an active member of the St. Charles Gospelites of the St. Charles Borromeo Catholic Church and the Mark Howell Singers. She is a member of the board of overseers of Harvard University and of the board of directors of the Walmart Corporation and Cummins Corporation. Ms. Harris was co-chair of the National Social Action Commission of Delta Sigma Theta Sorority, Incorporated. She has been named to the New Jersey Hall of Fame (2015) and has received the Bert King Award from the Harvard Business School African American Alumni Association, the 2005 Women's Professional Achievement Award from Harvard University, the Pierre Toussaint Medallion from the Office of Black Ministry of the Archdiocese of New York, the Women of Power Award given by the National Urban League, the Women of Influence Award from The Links, Incorporated and many other awards. In her other life, Carla is a singer who has sold out concerts at the Apollo Theatre, and released her third gospel CD "Unceasing Praise" (2011), her second CD, a gospel album titled, "Joy Is Waiting", was featured on BET Nightly News while her first CD entitled, "Carla's First Christmas", was a bestseller on Amazon.com in New York and in record stores, and was featured on the CBS Evening News with Dan Rather in his "American Dream" segment. She has performed 5 sold out concerts at Carnegie Hall. Carla is also the author of the books, *Strategize to Win* (2014) and of *Expect to Win* (2009) (Hudson Press) and the soon to be released, *Lead To Win* (2022).

Select Keynotes

- **The letter to my 25 year old self.**

In this riveting keynote, Carla Harris' delivers a personal reflection of some of the most important intellectual and experiential lessons that she has learned in her storied career on Wall Street and in her life. She offers candid and actionable advice about identifying and owning your own power, being unapologetic about your accomplishments and taking risks.

- **Carla's Pearls of Wisdom**

Presentation is customized based on organization needs - Carla Harris, Vice Chairman of Morgan Stanley, gospel recording artist, and author of *Expect to Win* and *Strategize To Win* will use her signature "Carla's Pearls" to discuss with the participants the components of positioning yourself to maximize your success as a leader in your current career environment or the environment that you want. We will explore the concepts of performance currency vs. relationship currency, managing through and creating change and how to be an impactful, and influential leader.

- **Strategize to Win**

Performance currency vs. relationship currency.

- **Expect to Win**

How to maximize your success in seat you're in, or seat you want to be in.

- **Intentional Leadership**

In past decades, particularly in "producer cultures" professionals were given positions of leadership and authority because they were great "producers". The top trader, the banker that posted the most revenues or the lawyer that had the most billable hours were compensated with money, an elevated title and positions of leadership without much thought as to whether the person was the kind of individual that could motivate and inspire others to perform beyond their own expectations. Yet, today, we find ourselves in an environment where a growing majority of the professional workforce are Millennials and Generation Zers and they demand motivation and inspiration as table stakes for their performance in any environment. So the question is, "what does it take to be an outstanding leader in today's environment?". Carla Harris asserts that if anyone **chooses** to take on the leadership seat, then one must be **INTENTIONAL** about 8 things in order to be a powerful, impactful, influential leader in today's environment. Hear her make the case for: Authenticity, Building Trust, Clarity, Creating other Leaders, Diversity, Innovation, Inclusivity, and Voice as essential components of being a Powerful Leader today.

Select Book Titles

- **2022:** Lead to Win: How to Be a Powerful, Impactful, Influential Leader in Any Environment
- **2014:** Strategize to Win: The New Way to Start Out, Step Up, or Start Over in Your Career Hardcover
- **2010:** Expect to Win: 10 Proven Strategies for Thriving in the Workplace

Select Articles

- [Carla Harris On The Investment Gap For Diverse Startups And How Great Founders Become Great Leaders](#)
- [Carla Harris Senior Client Advisor](#)

Select Testimonials

I attended Carla's virtual presentation at EWLN. She shares her pearl of wisdom. Know how you are perceived. Pick 3 adjectives of how you want people to describe you when you are not in the room. You must have consistent behavior around those adjectives. Know the adjectives associated with the seat you want to sit in. Failure brings you the gift of experience. Talked about the difference between a mentor and a sponsor. I don't think I have every received so much wisdom.

— Gail Davis

WOW! She was simply amazing, stunning, kind, humble, powerful and the list goes on. I'm SO glad we had her and so are many others.

— GDA Client