



**SAGE Scholars Program**

Web Page: <http://sagescholars.berkeley.edu>

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*Embracing Differences; Achieving Goals*

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In 1999 Marjorie Weingrow came to the University of California, Berkeley with an extensive background in education and business to start the SAGE (Student Achievement Guided by Experience) Scholars Program, an experiential leadership development program for low income students. Trained in London, England as a Montessori teacher, Marjorie brought the experiential Montessori method of teaching to Richmond, California where she opened a Montessori school. Many teachers and prospective teachers from the University of California, Berkeley and Contra Costa Community College came to observe her school and participate in internship programs.

Marjorie also has over 20 years of experience in business. While working in the private and nonprofit sectors, Marjorie implemented many successful internship programs, focusing on helping students in underserved communities gain valuable skills for succeeding in the workplace. Prior to coming to UC Berkeley, Marjorie was a school-to-career consultant for several high schools as well as the Alameda County of Office Education's Eastbay Learns, which was the school-to-career division of the county's office of education.

While working in the private sector, Marjorie developed internships for diverse groups of students, from a variety of high schools and colleges. She found many students were not adequately prepared to succeed in the business world without a steep learning curve. While many students had extensive academic accomplishments, it was clear that academia did not provide the new workforce with the skills that were needed to take on leadership roles. Marjorie developed a professional skills development class at the UC Berkeley Haas School of Business where SAGE Scholars participate in professional experiential learning such as presentations skills, business writing, business etiquette, team building, incorporating diversity, networking and other critical skills needed in today's competitive workforce. Through interactive workshops Marjorie also leads participants on a path through career exploration. Marjorie also works with organizations and businesses to assist their impact in the area of diversity and is a sought after presenter and workshop leader in the area of leadership development.

Marjorie received a UC Berkeley Chancellor's Outstanding Staff Award. The SAGE Scholars Program has a 100% retention rate of its students with all graduates going on to jobs or graduate school. Marjorie was also Chair of the Business and Leadership Forums of the San Francisco Commonwealth Club. She received certification from the Leadership Training division of the Coaches Training Institute and actively collaborates with over 25 professional coaches who volunteer their time to work with students. Marjorie also works with businesses providing experiential training focused on leadership potential.

Marjorie Weingrow brings valuable experience and knowledge to academia as well as providing valuable insights to businesses in better preparing their workforce. Her passion is working with people to be leaders in their work. Recently she has been a keynote speaker at the San Francisco Commonwealth Club and the Craigslist Foundation Conference and has been featured on television's ABC News, and Beyond the Headlines, as well being featured in the SF Chronicle and the East Bay Business Times.