

# SMOCK♦STERLING

## Strategic Management Consultants



**John S. Smock**  
Partner

900 North Shore Drive  
Suite 256  
Lake Bluff, IL 60044

P: (847) 457-6121  
F: (847) 615-9550  
[jsmock@smocksterling.com](mailto:jsmock@smocksterling.com)

John Smock is a co-founder and Partner with Smock♦Sterling Strategic Management Consultants ([www.smocksterling.com](http://www.smocksterling.com)). He has thirty-nine years of experience as a management consultant with a specialty in strategic management and planning.

Examples of his professional experience follow:

- John was one of the originators and developers of an international and industry-leading methodology (FOCUS) for strategic planning and management that emphasizes both client participation in the planning process and strategy implementation. He has personally led over 200 uses of this methodology in the last twenty-five years (manufacturers, distributors, service companies, and professional service firms). Each client has achieved dramatic improvements, both financially and operationally, subsequent to using the process to set strategic direction.
- In numerous engagements in the last thirty-nine years, John has developed extensive industry credentials in the areas of manufacturing, distribution services, high technology, food processing and agri-business, investor owned utilities, energy, health care, professional services, and state and local government. While his specialty is strategic management, John has extensive functional experience in marketing, organizational development, operations, corporate governance, and the strategic use of management information.
- He has conducted and/or led a wide range of "boardroom" consulting assignments for chief executive officers and their governing boards that have positively impacted company direction and profitability. John has conducted overall management reviews of numerous companies and/or their divisions and has served as a continuing advisor to either top managements or their governing boards.
- John has also developed a particular expertise in professional service firm management - from internal experience as the first National Director of Marketing at a "Big 8" public accounting firm to over 300 consulting assignments for law firms, consulting firms, and accounting firms. He has helped management of these firms face and successfully respond to the reality of a "competitive environment."
- As the leader of a number of consulting practices during his career, he achieved remarkable results in building practice size and capability and developing the professional staff. His last effort, prior to founding Smock♦Sterling Strategic Management Consultants, was as the director of the Chicago general management consulting practice of a then "Big 8" firm, resulted in growth from two to 80 consultants in less than four years.

Previously, John spent over sixteen years with Arthur Young (ten as a partner) and, prior to that, three years with Cresap, McCormick & Paget. At Arthur Young, he served as founder and Managing Partner of the Arthur Young/Chicago Consulting Group, National Director of General Management Consulting, founder and Managing Partner of the Gulf Coast Consulting Group, National Director of Marketing Planning, Director of Management Consulting for North and Central Florida, and National Director of Criminal Justice Services.

John has a B.S. in Economics from Villanova University and an M.B.A. with a Finance Concentration from the University of Chicago Graduate School of Business. He also served as a commissioned officer in the United States Navy on surface ships and in combat on the rivers of Vietnam.