



The Leader

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).

The Author

Carla's passion lies in helping others. As she says, "we are blessed, so that we can be a blessing to others." While climbing the corporate ladder, Carla had her own personal missteps amidst numerous victories. She vowed that when she reached senior management and people came to her for advice, she would provide them with the tools, strategies, and pearls of wisdom honed by her own experience.

"Carla's Pearls" have become the centerpiece for her many speeches and television appearances. In Expect to Win, Carla shares these valuable lessons, including:

- Authenticity: The Power is You
- The 90-Day Rule
- Perception is the Co-Pilot to Reality
- The Mentor, The Sponsor, The Adviser: Having Them All
- Leverage Your Voice
- Balance is a Necessity: Use Your Passions to Achieve it
- Expect to Win: Show Up With Your Best Self Every Day

The Singer

Carla is an accomplished singer who has delighted audiences around the world with her soulful renditions of new and old gospel favorites. Starting young with a love of singing, she quickly migrated towards choral music and gospel choirs at age 13.

While at Harvard, Carla continued to pursue her music, singing with the world-renowned Radcliffe Chorale Society, the oldest women's singing group at Harvard, and in her own band Rhythm Company. She has performed four sold-out concerts at Carnegie Hall and released several albums (Carla's First Christmas, Joy is Waiting, Unceasing Praise).