

ABOUT BRUCE TULGAN

FOUNDER AND CEO, RAINMAKER THINKING, INC.



Bruce Tulgan is an adviser to business leaders all over the world and a sought-after keynote speaker and seminar leader. He is the founder and CEO of [RainmakerThinking, Inc.](#), a management research and training firm, as well as [RainmakerLearning](#), an online training resource. Bruce is the best-selling author of numerous books including *Not Everyone Gets a Trophy* (Third Edition, 2023), *Bridging the Soft Skills Gap* (Revised & Updated 2022), *The 27 Challenges Managers Face* (2014), and *It's Okay to be the Boss* (Revised & Updated, 2014). His newest book, *The Art of Being Indispensable at Work*, is available now from Harvard Business Review Press.

Bruce lectures at the Yale Graduate School of Management, as well as other academic institutions. He has written for the New York Times, the Harvard Business Review, HR Magazine, and writes regularly for Training Magazine, Forbes.com, and Psychology Today.

Since 1995, Bruce has worked with tens of thousands of leaders and managers in hundreds of organizations. In recent years, Bruce was named by Management Today as one of the few contemporary figures to stand out as a "management guru" and he was named to the 2009 Thinkers50 Rising Star list. On August 13, 2009, Bruce was honored to accept Toastmasters International's most prestigious honor, the Golden Gavel. Bruce is a lifelong practitioner of Okinawan Uechi Ryu Karate Do and holds a seventh degree black belt, making him a Kyoshi master in that style. He lives in New Haven, CT with his wife Debby Applegate, Ph.D., who won the 2007 Pulitzer Prize for Biography for her book *The Most Famous Man in America: The Biography of Henry Ward Beecher* (Doubleday, 2006). Her new book, *Madam: The Biography of Polly Adler, Icon of the Jazz Age*, is available now from Doubleday.