

# Ken Cooper

Founder of CooperComm, Inc.

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## Experience

### **President at CooperComm, Inc.**

August 1976 - Present (39 years)

Provide speaking, training, research, and organizational development consulting services to SMB and enterprise clients. Provide a comprehensive range of video-based services designed to drive targeted business results. Teach organizations how to use low-cost/high-results video technology for: personalized selling at a distance, coaching at a distance, and producing T4™ Video e-learning and communication programs. Be a full-service outsourced solution for these initiatives

### **Partner at ej4, LLC**

October 2003 - July 2012 (8 years 10 months)

Provided video-based training, software, and support services to SMB and enterprise clients.

### **Marketing Representative at IBM Corporation**

August 1971 - August 1976 (5 years 1 month)

Sold Data Processing Division mainframe products and services to regulated utility and transportation accounts.

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## Publications

### **Nonverbal Communication for Business Success**

AMACOM 1979

Authors: Ken C.

The sender's and receiver's guide to nonverbal communication. Details a "correlated scan" technique for reading body position and movements in a business setting.

### **BodyBusiness**

AMACOM 1981

Authors: Ken C.

Trade paperback version of Nonverbal Communication for Business Success"

### **Stop It Now**

TotalComm Press 1985

Authors: Ken C.

How targets and managers can end sexual harassment.

### **Always Bear Left**

Doubleday/Delta February 1982

Authors: Ken C.

How to get things done faster and easier. Ingenious ways to cut corners by cutting down on the time, energy, and money you spend.

**Comunicacion No Verbal Para Ejecutivos**

Interamericana 1982

Authors: Ken C.

Spanish version of BodyBusiness

**Kroppsspraket - Din Genvag Till Framgang**

Liber 1981

Authors: Ken C.

Swedish edition of BodyBusiness.

**Effective Competency Modeling & Reporting**

AMACOM 2000

Authors: Ken C.

A step-by-step guide for improving individual and organizational performance. A complete methodology for building competency models, assessment, and performance improvement plans.

**The Relational Enterprise**

AMACOM 2002

Authors: Ken C.

Moving beyond CRM to maximize ALL your business relationships.

**Taming the Terrible Too's of Training**

TotalComm Press 2012

Authors: Dan C., Ken C.

How to improve workplace performance in the digital age by using effective training and development practices.

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Skills & Expertise

**Training**

**Management**

**Marketing**

**Executive Coaching**

**Leadership**

**Strategic Planning**

**Enterprise Software**

**Strategy**

**Consulting**

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Education

**IBM/Harvard Advanced Business Institute**

n/a, Advanced Business Institute, 1975 - 1976

**University of Missouri-Columbia**

M.S., Industrial Engineering, 1970 - 1971

Activities and Societies: Roy P. Hart Scholar-Athlete

**University of Missouri-Columbia**

B.A., Industrial Engineering, 1966 - 1970

Activities and Societies: Varsity track; Tau Beta Pi, Alpha Pi Mu

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**Honors and Awards**

Certified Speaking Professional; Who's Who in the World; Who's Who in Finance & Business

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[Contact Ken on LinkedIn](#)