



July 6, 2019

Letter of Recommendation for Alec Walker

Alec Walker organized and ran a two-day workshop for Intel professionals and then spent several weeks coaching Intel teams on the creation and growth of their new enterprises within the organization. I can recommend Alec highly for his knowledge of entrepreneurship and design thinking, and I can recommend him highly for his practical ability to put this knowledge to use coaching and guiding others to reach their potential in a business and social-impact context.

I attended the entirety of the two-day workshop. The focus of the workshop was helping the Intel professionals to communicate their ideas to win support from major stakeholders. Alec taught us techniques to quickly empathize with our target groups and then design our messaging and our offering to satisfy their needs. Alec incorporated games and creative challenges into the workshop, which I found to be refreshing as well as effective. Alec was on his feet all day for both days, and I was impressed by his energy and enthusiasm. Feedback from the workshop attendees was overwhelmingly positive.

Some of the workshop attendees went on to receive support carrying out their projects within Intel, and Alec helped to coach them through this process. Alec helped each of them to develop their offering as a solution to a specific and well-defined problem. He then guided them through finding first-mover clients to pilot their solutions. Finally, he helped them to win support within an Intel business unit so that their enterprises could become permanent offerings from the company. I did not attend every coaching session, but I attended all the milestone meetings and presentations throughout the course of the program. I found Alec to be professional, courteous, and responsible as well as knowledgeable and capable. I recommend him highly.

Regards,

A handwritten signature in black ink that reads "Kapil Kane". The signature is written in a cursive, slightly slanted style.

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