



Adam W. Silver

M.A. Econ

Managing Director | Performance Improvement

Adam W. Silver is the Managing Director of the Performance Improvement practice. The Performance Improvement practice helps executives and boards overcome operational and strategic challenges to uncover potential and unleash performance.

Connect with me

- asilver@farbergroup.com
- 416.496.3734
- 416.305.9366
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Profile overview

With over two decades of management consulting experience, Adam has helped global and national clients improve their operations to deliver increased value. He has led teams with deep functional and industry expertise in Toronto, Boston, and Calgary including:

- developing the strategy and organizational model to successfully invest \$750 million per year in exploration capital for an upstream petroleum company
- preparing a detailed analysis of manufacturing processes, supplier base, and customer demand for a power sports manufacturer, leading to their successful IPO
- spearheading a six-week diagnostic engagement in a call centre that generated \$15 million of savings ideas, with more than \$2 million captured the following year

His management consulting expertise has been enhanced by the two years he spent working for a leading executive search firm. This experience enables Adam to evaluate and identify leadership qualities, team effectiveness, and the human dynamics required to effectively execute strategy.

Of interest...

- Adams is the Chair of Unity Charity's board of directors, which uses Hip Hop to help build resilience in at-risk youth (2016-present).
- Adam is a ride leader with The Dark Horse Flyers cycling club (2017-present).



Areas of expertise

- [Business Modelling & Analytics](#)
- [Business Strategy](#)
- [Change Management](#)
- [Coaching](#)
- [Operational Excellence](#)
- [Organizational Design](#)
- [Procurement & Expense Reduction](#)
- [Turnaround](#)

Insights

Articles

- [Do or Die: How to Win with a Digital Transformation](#)
- [5 Clues Your Advisor is Empathetic Enough to Help](#)
- [Revving up the Cash Conversion Cycle to Turbocharge Your Business](#)

In the news

- [Adam W. Silver, Barbara Cowper, and Eric Friedberg Speaking on Manufacturing Productivity at Mentor Works Webinar](#)
- [Adam W. Silver Interviewed by CUIT 89.5 Radio's Career Buzz](#)

Case studies



- [Kids Help Phone: Western Canada Expansion](#)
- [Strategic Investigative Review](#)
- [Automotive Performance Improvement](#)

Education & qualifications

- Institute of Corporate Directors - NFP Governance Essentials Program (2016)
- Master of Arts in Economics, University of Toronto (1998)
- Bachelor of Arts (Honours) in Economics & Psychology, Queen's University (1996)