

David helps creative entrepreneurs make their businesses and organisations even more successful. The following is intended to provide illustrations of the range of projects undertaken, and clients helped, in his work as an international business adviser and trainer.

Further information is available on request.

## **Advising Creative Businesses on Growth**

David was the lead consultant responsible for advising growing creative and digital businesses in Liverpool through the highly-successful 'Creative Growth Initiative' project. This work focused support on businesses that were growing and creating jobs. As well as delivering training workshops, David provided tailored and intensive management consultancy for high-growth enterprises.

### **Training Workshops for Creative Entrepreneurs**

David has helped hundreds of creative entrepreneurs through his workshops on a range of business development topics. Training workshops devised and delivered by David include workshops and presentations on topics including Marketing, Pricing, Business Strategy and Development, Intellectual Property, Leadership, and Managing Change.

# Leading and Managing Change

A two-day training workshop for senior manager on 'Leading and Managing Change' was originally designed in partnership with the Australian National University and delivered in Turkey. A similar workshop for creative and other businesses was run in Singapore and Thailand.

## Keynote Speaker, Seminars and Lectures

David was a guest speaker at the Shanghai Creative Industry Week and has been a speaker at two TEDx events. He was a speaker at the Cultural and Creative Industries Forum in Taipei, Taiwan, and he made a presentation at the 'Det bobler!' creative industries conference in Drammen, Norway. He was the keynote speaker at the Media & Message conference for TV producers in Finland. He was also the guest speaker at a

meeting of the Brazilian association of design companies, ABEDESIGN, in São Paulo, Brazil and was keynote speaker at the creative industries conference in Valparaiso, Chile. The British-Norwegian Chamber of Commerce invited David to speak at their event in the British Embassy in Oslo.

### **Leadership Training and Seminars**

He was invited to make a presentation on the subject of 'Leading Creative People' at the Munich conference of the Marketing and Advertising Global Network (MAGNET), an association of large advertising agencies. He has also designed and delivered workshops on Leadership for executives in the creative sector and other industries.

#### **Clients**

Clients are creative businesses, cultural enterprises and the agencies which support them. A small selection of clients includes: Ejadah Confex (Saudi Arabia), The Digital Debate (Colombia), British Council, Marketing and Advertising Global Network (MAGNET), Startup Malaysia, Bandung Creative City Forum (Indonesia), ABEDESIGN (Brazil), Creativity Zentrum (Spain), Northwest Vision and Media, Arts Council England, Enterprise Centre for the Creative Arts, Fabrikken (Norway), PRANA (Colombia), Commonword Enterprises, TAITRA (Taiwan), West Midlands Business Link, Creative Industries Valparaiso (Chile), Satu (Finland), RedStar Creative, Creative Partnerships, Cumbria Theatre Trust, Design Initiative, the British Council, Isle of Man Government, Creative Industries Association (Russia), and Merseyside ACME.

## **International Scope**

David brings his experience and expertise to his clients from his work in Belgium, Brazil, Bulgaria, Canada, Chile, China, Colombia, Croatia, Denmark, Egypt, Estonia, Finland, France, Germany, Holland, India, Indonesia, Italy, Jamaica, Korea (South), Kosovo, Lithuania, Malaysia, Morocco, New Zealand, Norway, the Philippines, Portugal, Romania, Russia, Saudi Arabia, Serbia, Singapore, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Ukraine, the United Arab Emirates, USA, Vietnam and Zimbabwe.