



Areas of expertise:

- Influencing with Integrity
- Navigating Organisational Politics
- Stakeholder Management
- Cross-functional Communication
- Executive Team Facilitation
- Senior Team Coaching & Mentoring

Languages:

- English

www.theblueoceancompany.com

Mike is a professionally qualified facilitator, consultant and trainer with over 20 years of experience in delivering high quality interventions to both public and private sector organisations.

His specialties include helping leaders and managers to identify and leverage organisational politics, with a specific focus on developing the ability to influence with integrity, deal effectively with stakeholder management and become skilled at cross-functional communication.

Clients describe Mike as “engaging, knowledgeable and easy to work with”. He is able to put influencing skills and strategies into context. His first focus is on understanding the client corporate culture and from there, helping the client navigate the political complexities of their real world.

His client projects have entailed working with a talent pool of over 80 senior managers to develop their ability to become more influential within a complex matrix structure so that they could achieve the success demanded by their global organisation. He has also supported boards of directors in their understanding of power, influence and stakeholder management, which resulted in profitable growth and an excellent relationship with the unions.

Mike has spent the last ten years researching personal power and influencing styles, which resulted in the development of a new model of understanding as well as two publications: Mike is co-author of *Political Dilemmas at Work* (2008) and *21 Dirty Tricks at Work* (2006). He has also been published in various trade magazines including a front cover article for Training Journal.

His client list includes Allied Domecq, Astra Zeneca, Barclays Corporate Banking, General Electric, PepsiCo, Royal and Sun Alliance, Sun Microsystems, Unilever and Zurich Insurance.

Mike is a member of ITOL, is CIPD and ITD certified, and holds qualifications in NLP and Organisational Transactional Analysis.