



Trainer Biography

Richard Clarke, PhD

Courses delivered for RICS Executive Education

- [The International Certificate in Leadership for Property Development](#)

Experience & Qualifications

Richard joined Cegos in 1999 after a career that included corporate banking, capital markets research and operations consultancy. His professional experience grounds his conclusions and challenges, which remain practical and feasible whether he is supporting a team or an individual.

Richard attributes much of his style to a background in investigative science; this has helped develop a keen analytical eye, and a systems thinking approach to organisational and personal change. He has a coaching and questioning style that adds value from the start, and believes that trust, flexibility and challenge are key attributes of a good facilitator/coach.

Specific experience includes delivering project management training; developing customer centric behaviours and processes; designing and delivering management and leadership development programmes, business simulations and events; and working with individuals and teams as a facilitator and coach. Richard's specialist areas include strategy articulation, change management, personal effectiveness, influencing and persuasion skills and creative thinking.

Richard has a well-developed client engagement list which includes a range of businesses and scenarios including LSL Property Services, Royal Bank of Scotland, Warner Bros, Airbus UK, Pall Europe, Oracle, IMS Health, Freyssinet and Berendsen.