

speaker profile



about Richard

Dr Richard Shrapnel is a business strategist, with over 30 years of practical experience, who builds highly successful businesses. Richard holds a PhD in Business Strategy; a Master of Business in Organisational Competitiveness and is a Chartered Accountant and a Fellow of the Australian Institute of Management.

His passion lies in assisting business leaders build highly successful businesses and he has authored more than 10 publications focused on the key streams of strategy, growth and competitiveness.

These publications include “knowledge packs” delivering knowledge in three forms – DVD, CD audio and booklet. For a complete list of these “knowledge packs” visit www.richardshrapnel.com/publications.shtm.

Richard’s most recent book “Compete 88 - The Secrets of Business Success” is available for free download at www.compete88.com.

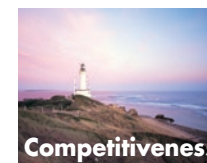
Richard also has a talk back radio-podcast service at www.radiorichard.com to provide feedback and support to business leaders committed to building exceptional businesses.

His 30 years of practical experience span a diversity of industries and businesses.

Richard is based in Melbourne, Australia and has travelled throughout North America and South East Asia building businesses.

Richard is Director -Strategy & Organisation at Pitcher Partners, Australia’s premier professional service firm delivering advisory and assurance services to closely held businesses.

Richard is an exceptional speaker on all aspects of strategy, growth and competitiveness. He will challenge and extend your thinking, deliver insights and understanding, provide knowledge and promote confidence in your pursuit of success. He is pragmatic, succinct and insightful in his approach, instilling energy through his passion for success.



speaker topics

Richard has spoken on a wide range of topics within the streams of Strategy, Growth and Competitiveness and often crafts his presentation to the needs of the organisation. Themes which he commonly speaks on include:

Achieving Direction, Alignment and Focus

Reviews the skills that successful business leaders bring to their enterprises in directing and aligning focused resources behind a competitive posture that will ensure the enterprise’s enduring success.

Achieving Business Goals

Sets the stepping stones to be followed to translate your visions and goals from delayed and frustrated projects into reality.

Building a Competitive Business

Identifies the traits that determine a business’ ability to compete effectively in its market and to build long-term and enduring success.

Real Sustainable Growth

Lays the foundation stones for business leaders to achieve real sustainable growth in their businesses. Growth that compounds year after year and enables businesses to achieve a market position that competition find almost impossible to match.

Leading For Success

Delivers practical and clear guidance of how to be an excellent leader and bring competitiveness and success to your enterprise.

Building Value in Your Business

Enables leaders to clearly understand where value lies in their business and to compound that value year after year.

client comments

"Very good at provoking thought"

*"Did not deliver a "solution"
– made us think about ourselves"*

*"Very passionate about topic,
which is great"*

*"Use of contemporary
'real-life' examples effective"*

"Really knows his material"

"Truly a worthy leader"

"Richard is brilliant!"



*For enquiries or to book Richard to speak at an event or
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