

David Koutsoukis



In this fast paced, rapidly changing world, the role of a leader has never been more daunting or complex. Under constant pressure to get results, while at the same time trying to meet the demands of employees and customers, many leaders find that they are so overloaded with day to day operations and issues that their actions are reactions rather than responses or initiatives – they become managers, not leaders. The rapid speed and intensity of modern business demands a new approach towards leadership and management. It requires thinking-learning leaders with thinking-learning teams who are able to anticipate, adapt and respond to the constantly changing business landscape - an approach that enables leaders to articulate and share an inspiring vision, and empower their people to achieve it. Modern business requires **INTELLIGENT LEADERSHIP**.

David Koutsoukis is a recognised thought leader and skilled practitioner in the area of leading and managing people. He has spent more than 20 years exploring the art and science of leadership - from his early working life as an outdoor adventure and leadership instructor, through team leader and management roles, to his time now as a leadership speaker, coach and consultant. David is also a hands-on businessman who practices what he preaches as a director of 3 companies, and as the 2010 President of the National Speakers Association of Australia.

David has the CSP designation (the highest international accreditation held by only 7% of speakers worldwide), has twice been named Western Australian Speaker of the Year, and has presented at seminars, workshops and conferences throughout Australia, New Zealand, South Africa, Malaysia, Singapore, Hong Kong, Indonesia, Papua New Guinea and the USA. He has worked with over 300 organisations across four continents including BHP Billiton, Alcoa, HBOS, Bankwest, Wesfarmers, Curtin University and Clinical Innovations in the US. He has a proven track record in building positive team environments including one company he helped take from a staff turnover rate of over 45% to less than 5% in a 12 month period. David has also written nine books including 'Why you click with some people and others drive you crazy!' and is a founding director of Click! Colours International - a HR training and resource development company.

David's core message is one of **INTELLIGENT LEADERSHIP** through critical, creative and future-focussed strategic THINKING, and with continuous improvement through deep, rich LEARNING. His programs help organisations improve results by helping their people become better thinkers, better learners and better leaders.

David's father was leading historian who wrote more than 50 books including many on Greek history, and consequently David was brought up on a diet of history and philosophical thinking. Given this background and his Greek heritage, David is keenly interested in ancient Greek history and philosophy. He uses messages, models and metaphors from this era to engage his audience, reinforce key points and to make the learning memorable and transferable. As the ancient Greeks would say, he uses Logos, Pathos and Ethos to connect with his audience and motivate them to change their thinking and behaviour. His dynamic and interactive presenting style, plus his use of humour ensures that his audience get 'high content-high value' information in a stimulating learning environment. Clients say that David's passion and enthusiasm for what he does is contagious.

David's presentations and tailored programs deliver key strategies that will help you improve results by showing your people how to become **INTELLIGENT LEADERS**.



A THINKING LEARNING ARCHITECTURE FOR SUCCESS