Graham Roberts-Phelps Summary

I help managers **negotiate better outcomes, manage contracts with discipline, write clearly, and use AI effectively at work**.

My training style is practical, engaging and challenging. It focuses on improving skills and confidence with proven ideas, insights and skills that affect **cost, risk, clarity, and results**.

I have over 25 years of international experience and have trained and coached **more than 30,000 professionals** across the United Kingdom, Europe, the United States, and the Middle East.

What makes my training different is the understanding and knowledge gained from many years of experience in growing individuals, teams and organisations. And a training style that is well-paced, engaging, practical and inspiring.

My five core areas of focus are:

- **Negotiation**
- **Contract management**
- **Business writing**
- **AI for business**
- **AI for managers**

I design and deliver **practical, application-led training** that managers can use immediately in their live work.

Client Feedback

Participants frequently describe my sessions as engaging, energising, and directly relevant to their day-to-day challenges:

> *“Very knowledgeable and extremely well presented and structured.”*
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> *“A very intensive course with a lot of concrete tools provided.”*
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> *“Brilliant course – really interesting and very focused on my job role and day-to-day work.”*
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> *“Very confident in the subject and amusing too. Made the course very interesting. A very clear, good sales model to use going forward.”*
>
> *“Contained everything we do regularly and the problems we come across – the exercises made it very interesting too.”*

I am a **published business author** and former senior commercial leader, including **Head of Sales Performance (Europe)** at Thomson Reuters PLC.

If you value **clear thinking, commercial focus, and skills that stick**, we should talk.

contact@grahamphelps.com

07515 851691