



## David Thomas

**Well-known in the Asia Pacific region as a thought leader on China, CEO and founder of Think Global Consulting**

Keynote speaker on Future Trends, [Innovation](#), [Leadership](#) and Globalisation, David motivates and educates global business leaders, entrepreneurs and investors about the massive potential offered by modern China.

## David's biography

### David Thomas' Background

He takes them on a journey to identify, build and facilitate long-term business and investment relationships and he arms them with the knowledge and tools to navigate the cross-cultural challenges. David is the CEO and Founder of Think Global Consulting. Think Global facilitates business and investment partnerships between Asia and Australia. In essence, David is a bridge builder providing a solid foundation for the west to do business with China in Australia, China and all over the world. He believes that every company, large or small has to have a strategy for China. David travels from Asia to inspire, motivate and educate [business leaders](#), entrepreneurs and investors around the world on the massive potential created by the rise of China and he supports them on their journey to identify, build and facilitate long term business and investment relationships.

David's unique value lies in his ability to not only identify [business trends](#), opportunities and challenges in China, but also his "hands on" experience from having worked on the ground for the past 30 years. He is therefore able to illustrate and enhance his presentations by including practical examples, case studies and anecdotes from his own personal experiences and stories.

Having worked with SMEs from many industry sectors (e.g. retail, professional and financial services, manufacturing, food, tourism, education, publishing, real estate, design and technology) David's experience and expertise is broad and deep. He regularly speaks at Conferences, Workshops, Seminars and Board Meetings to a wide range of audiences and industry sectors and tailors his presentations accordingly.

He regularly travels around China working with local partners and investors, as well as hosting Chinese delegations and missions of investors, SMEs and entrepreneurs around the world. Find out more about David's personal story in an interview with the China Daily Asia.

As a speaker and thought leader, David is charismatic, bold, friendly and has the unique ability to demystify a country that has been long hidden from Western view. He challenges people's thinking and

views about China whilst empowering his audiences to see and understand the opportunities that working with China brings.

David wants people to take take another view and look differently at China.

## David's talks

- **Bringing China to You - Do business with the Chinese without leaving home**

Over 100 million Chinese people are on the move as entrepreneurs, tourists, investors and migrants, and smart 'Asiancentric' businesses can position themselves to take advantage of the wave of capital, people and resources that is already flooding western markets. Businesses in the retail, tourism, healthcare, education, real estate, food and other services sectors will get great value from understanding how they can do business with the Chinese without leaving home!

- **Diversification in the Asian Century**

We live in the Asian Century and western organisations face unique challenges, threat and opportunities. With the flow of people, capital and resources from China, India and South East Asia in to every corner of our society, now is the time for dynamic, progressive and ambitious organisations to embrace the benefits of diversification, which include:

- Boosting creativity, diversity and innovation-fresh perspectives lead to fresh ideas which leads to new revenue streams
- Doing business with Asia-presenting a multicultural 'face' to marketing, sales and client relationships
- Increasing productivity and profitability-organisations with cultures that promote diversity, inclusion and collaboration get better results

- **A view to BRIC nations**

China is at the heart of the next global economy yet there are a group of nations who, along with China, are positioning themselves for global domination. The 'BRIC' Nations include Brazil, Russia, India and China. These vast and growing nations collectively have ownership of an abundance of land, people and capital. All key economic inputs to drive prosperity today and into the future. How will you as a business leader, entrepreneur or investor respond to this unique opportunity to engage with a global market that has already taken flight?

In this powerful and thought-provoking presentation David Thomas presents unique insights, data and perspectives showcasing the emergence of the BRIC Nations as the main drivers of urbanisation, consumption, innovation, aspiration and globalisation. He will also identify key opportunities for organisations looking to break through local markets to establish new global business networks and markets.

Audiences will walk away from this presentation with a view to the unique business opportunities found within the BRIC Nations. David will empower them with the tools and strategies to lead, influence and drive global business opportunities that are timely, relevant and ripe for entry into new markets.

Key Outcomes:

- Future Trends
- Leadership
- Business Innovation
- Next Economies
- Globalisation

- **Three cups of tea - the secret to building long-term sustainable business relationships in Asia**

Any organisation or association grappling with the challenges of dealing with Asian Clients, customers, partners, distributors, suppliers or even employees will get great value from this presentation as he unbundles the 3 step process to unravelling cross-cultural differences and building an 'Asian friendly' business.

- **Innovation and Consumption**

There has never been a better time for foreign entrepreneurs and business leaders to consider entering the China market despite negative noise, media and commentary to keep you away. Consider the following:

- China's economy today is driven by domestic consumption. In the past 4 years, consumption has contributed more than 60% of China's GDP growth.
- China invests more money in innovation than any other country in the world and is determined to become a global leader in areas like high value manufacturing, healthcare, David Thomas has spent over 30 years in technology and education.

David Thomas has spent over 30 years in technology and education. He has inspired and empowered business leaders and entrepreneurs to take their first step into the China market. He delivers unique skills, practical insights and long term experience on the ground to every present at ion, workshop and study tour. His audiences enjoy his anecdotes, case studies and stories from travelling around China for the past 30 years.

Now take that first step and listen to David empower your audience about tapping into two transforming opportunities: World Class Innovation and Domestic Consumption.

- **Leading with a view to China**

In the next economy taking a view to China will be non-negotiable for any leader looking to disrupt, Innovate and grow market share. The reality is that China's economic growth has just begun, and will only gain momentum in the future. The questions for leaders in the west will be whether they choose to react to the Influence of China, or instead choose to create a leadership strategy that harnesses this Influence as a growth opportunity.

In this presentation, David Thomas presents on some of the common challenges faced by leaders looking to embrace and activate a view to China. Creating a culture responsive to the Chinese market starts at the top. Having the ability to audit belief systems, In addition to developing China-centric organisational cultures will be imperative to your success. will you choose to be a leader who supports and elevates Chinese staff and clients, or are you blind in your view to China?

Leaders will walk away from this presentation with a toolkit empowering them to audit their own leadership ability with regards to navigating a new economy redefined by the influence of China. A leader's responsibility is to culture, [communication](#), and strategy that amplifies business growth, and taking a view to China should be at the heart of any forward-thinking leadership strategy.

Key Outcomes:

- Leadership
- Leadership Innovation
- Communication
- Culture

- **Financial Services**

Despite fears of future disruption caused by [Brexit](#) and the impact of globalisation, the UK's financial services sector continues to be a major contributor to the growth of the UK economy, contributing 10% of the UK's GDP, 11% of all taxes and 7% of all jobs.

As a regular visitor to China over the past 20 years, David has witnessed many changes himself and is at the cutting edge of China's transformation, particularly in the private sector. He works

with Chinese entrepreneurs, investors and migrants to facilitate business and investment opportunities throughout the region and has much to say about how the Chinese think, negotiate and act. Get ready to be challenged, inspired and motivated to Think Global!

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