



## Dr Robina Chatham

**Robina's focus is on the human dimension; how to influence, motivate others, deal with difficult people, become streetwise, manage relationships, get teams working or, indeed, get the best out of any form of human interaction**

### PROFILE

Robina qualified as both Mechanical Engineer and Neuroscientist. Her career commenced within the shipbuilding industry, where she pioneered the introduction of computing on to the shop floor. Robina subsequently followed a career in IT, which culminated in the position of European IT Director for a leading merchant bank. In 1996 Robina joined Cranfield School of Management as a Lecturer in Management Information Systems where she created the acclaimed, and in some cases life changing, programme – Organisational Politics and IT Management. In 2000 Robina authored her book "Corporate politics for IT Managers: How to get streetwise"

Robina is now founder and director of her own training and consultancy practice which specialises in helping senior managers to develop political acumen, to master the art of influencing others and hence increase their personal impact at board level

Robina's messages are insightful and practical. They are delivered with passion and humour in a very personal and captivating style. She charms her audiences with her extensive knowledge of and enthusiasm for her subject

### SPEAKING THEMES INCLUDE:

- Engaging the CEO
- Corporate politics – how to play the game
- The art of influencing
- What it takes to make it to the top
- Breaking through the glass ceiling – beyond the role of CIO
- IT from Mars, Marketing from Venus
- Stereotypes and their effect on reputation
- What motivates you to get up in the morning?

*"Thank you so much for such a stellar keynote! You did a terrific job enlightening and entertaining them! Your interactive style was fabulous. Our attendees gave you rave reviews (no surprise) as did the Cutter crew."*

**Cutter Consortium Annual Summit, Boston**

*"Robina is an inspirational speaker who delivers true value – her presentation was engaging, stimulating and really useful. She clearly knows her stuff and mixes the practical and the theoretical well. Best session yet!"*

**IT Directors' Forum, on board the cruise ship Aurora**

**Robina Chatham Ltd**

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