

Graham Cunningham Profile



Graham Cunningham is a member of the PPI Network and an international consultant working with senior corporate executives in strategic decision-making, gaining strategic value from alliances and partnerships and leadership development.

Born in 1948, Graham Cunningham was raised in Liverpool, England. He left school at 15 to join the British Merchant Navy as a professional musician. During his 2½ years "at sea" he earned the qualifications needed to enter Leicester University. There he gained his B.A. in Occupational Psychology and his M.Phil. in Management Science.

Following university, Graham spent more than twelve years in Sales Management and Business Planning in IBM UK prior to joining the faculty of the European Business Management School of the University of Wales, where he taught Strategic Planning and Organisation Development. Concurrently he began to develop his own management training and development practice (Educato Ltd).

Educato quickly attracted a number of major clients, and the demands upon his time resulted in Graham resigning from the University in the mid- 1990's, in order to concentrate on the successful development of his business.

Since the mid-1980's Graham has worked in more than thirty countries across four continents. His areas of specialist interest are the development and execution of Strategy, Executive Leadership and the Management of Change.

He has worked at Executive Director and "top team" level with global companies such as IBM Europe, Coca-Cola, Microsoft, Nokia, ICI, Ford, Honeywell, Borg Warner, Toshiba, Mitsubishi, Marconi, Young & Rubicam, Pioneer Electronics, Schlumberger, Coopers & Lybrand DeLoittes, Montell, Hoover, Neste, Organon, Partek, Morgan Stanley International, Group 4 Securitas, International Flavours and Fragrances, Motorola, Philip Morris, R.J. Reynolds, Goodyear Dunlop, Haldor-Topsoe, G-Tech, Champion Spark Plugs, Egyptian American Bank, Sun Microsystems and Severomoravská Energetika. He has also worked with international and national companies such as Wartsila, Proximus, Matav, Pannon GSM, Connex, Young & Rubicam, Janssen Cilag, Tetra Pak, BUPA, Bank of Ireland, Schenker International, Irish Ferries, R.T.E., Rank Hovis McDougall, Scottish Equitable, Metaxa, Amadeus, Whitbread, Datex-Engstrom, Datex-Ohmeda, T.A.P. Portugese Airlines, Saudi Aramco, The Stationery Office, Hyder, Pliva, Paroc and Compu-Mark. For three years he was retained by the C.E.O. of Borg Warner Automotive (UK) as a personal advisor on change within the UK operations.



Graham's public sector experience includes working at Board and senior management level with a variety of 'not-for-profit' organisations. Clients here include The British Film Institute, the Boards of Hospital Trusts, Housing Associations, Local Authorities and Executive Agencies of National Government within both the United Kingdom and the European Union. He has also worked with a number of UK organisations during their transition from the public to the private sector, these include Her Majesty's Stationery Office, SWALEC and Welsh Water.

His experience covers all levels from senior management to the building of self-managed teams at shop-floor level in the following countries: Australia, Austria, Belgium, Brazil, Canada, China, Croatia, Czech Republic, Denmark, Egypt, Eire, Estonia, Finland, France, Germany, Greece, Holland, Hungary, Iceland, Italy, Kazakhstan, Latvia, Lithuania, Malaysia, Mexico, New Zealand, Norway, Poland, Portugal, Romania, Russia, Spain, Sweden, Switzerland, Thailand, UK, Ukraine, USA, and many of the Gulf States (Bahrain, Dubai, Kuwait, Oman and Saudi-Arabia)

Graham has been regular faculty for Management Centre Europe (MCE) for more than 12 years. He was a partner in the development of The American Management Association/MCE's programme 'Developing Executive Leadership' (which he has run in Australia, New Zealand and Europe) and for five years has been regular faculty on MCE's 'Planning and Executing International Acquisitions and Mergers' programme. He has also been a faculty member of Euroforum in Madrid, The International Centre for Management Development in Saudi Arabia, & LIFIM (The Finnish Institute of Management)

Graham is married to Carol, they have five children and live in Devon in the south west of England.

