

## Trainer Profile

# Morry Morgan



**Nationality:** Australian

**Languages:** English

Morry is the co-founder of ClarkMorgan and has worked in the training and development industry in Asia-Pacific (APAC) since 2001. He is an Australia certified trainer, having completed the Certificate IV in Training & Assessment, and is also a qualified Neuro-Linguistic Programming (NLP) Practitioner and a certified Hogan assessor.

Prior to working in training and development, Morry worked in the healthcare and pharmaceutical industries. He holds a Bachelor of Applied Science, Advanced Certificate in Management, and an Advanced Certificate in Chinese (Mandarin). From 2004 to 2006 Morry also undertook an MBA at the University of Strathclyde, Shanghai campus.

### Negotiation Skills Expert

Morry is a published sales author. His first book, 'Selling Big to China – Negotiating Principles for the World's Largest Market' was published by Wiley in 2010. He also writes and speaks regularly on both external and internal negotiation skills, having written for SmartCompany, Australian Business Forum, and China's City Weekend, and NetworkHR.

### Client Testimonials:

“The sections on funneling and leverage during negotiations were particularly useful. If you don't get a chance to have Morry train your sales team in person, be sure to pick up his book.”

- Jeremy Johnson,  
Vice President of Sales, North Asia.

“His advice, theory and practical knowledge of negotiations will benefit anyone in sales, marketing or general business - whether based in China or not.”

- Mike Golden,  
Managing Director, Adsmith China

### Morry's Clients:

LUXOTICA®

Johnson & Johnson

DB SCHENKER

Johnson Controls

kraft foods

Henkel

 ClarkMorgan