

# ADRIAN DAKERS

CORPORATE TRAINING



## ABOUT ADRIAN

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Adrian is a trainer with over 6 years' experience working in the corporate sector, using his skills and experience to engage groups and explore behavioural change. As a trainer, Adrian consistently demonstrates a personable approach to effectively communicate with delegates at all levels, encouraging and challenging them to explore self-awareness and enhance their learning. This enables participants to acquire tools and techniques that they can then apply in their working environments.

Rapport is crucial to Adrian's success in this field. His diverse experience, adaptable approach and enthusiastic, authentic delivery style make him an exceptional trainer who is able to have a genuine and long lasting impact on those he engages.

## GET IN TOUCH

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## INDUSTRY EXPERIENCE

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**Corporate** Argos, NFU, Heineken, Network Rail, TSB, Three Mobile, Astra Zeneca, Urenco, Aldi, Avanti Gas, Hilton Hotels, Premier League (football), Urenco, Nuffield Health, BBC, Stagecoach, Magnet, COOP food.

**Financial** Williams & Glynn, TSB, Skipton Building Society.

**Motor** VW, Peugeot, Triumph.

**Public** National Probation Service, The Judicial College, HSE (Health & Safety), Conway Council, Cumbria County Council, Cheshire west Council, Prison Service (HMP & Private) West Midlands Police, National Grid.

## COURSES LED AND CO-DELIVERED

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Coaching Conversations, Leadership programmes, Disciplinary training, Grievance training, Assessment centre recruitment, Performance management conversations, Conflict management, Effective Conversations, Honest Conversations, Difficult conversations, Equality and Diversity, Behavioural Safety, Change Management, Presentation skills, Behavioural safety, Honest Conversations, EQ (emotional Intelligence), Leadership, Managing people and communication, Managing time, Developing people, Leading with awareness, Unconscious bias, Equality and diversity, Powerful persuasions, Building confidence, Presentation skills, Train the trainer programmes, Fundamental Sales, Customer Service fundamentals and a large change management programme within the retail sector.

## METHODOLOGIES ADOPTED

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Coaching (Grow) and influencing styles, Behavioural styles, learning styles, Feedback Models, Johari Window, Skill / Will developmental cycle (Leadership), Time management matrix, Swiss cheese model (behavioural safety), Cognitive Behavioural theory, Social Learning Theory, Fight flight or freeze, communication styles, Stephen covey's circle of influence, Transactional Analysis, Building Rapport (NLP), Consultative Model (Sales fundamentals)