

## Dr Daniel Thorniley

Founder and President of DT Global Business Consulting GmbH

Author and Speaker on Global Emerging Markets,  
Russia, Central Europe and the Middle East



### Professional Experience

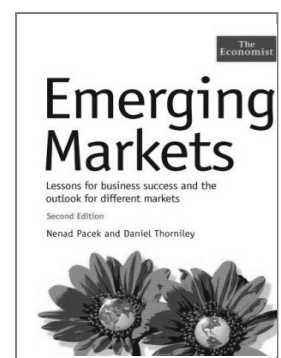
- Daniel Thorniley is one of the world's leading authorities on building successful strategies to embrace business opportunities in the world's emerging markets. A former UK Prime Minister has called him: "The world's leading expert on emerging markets."
- Daniel is the Founder and President of DT Global Business Consulting GmbH, an advisory firm on business strategy in global and emerging markets. He has exceptional skill sets in global business strategy, business in emerging markets and CEMEA and hands-on operational knowledge of business operations, distribution, partnerships, investments and human resource issues.
- For 23 years (until the closure of the Vienna office) Danny was Senior VP at The Economist Group, Vienna on global corporate business trends, with specialization in BRIC (Brazil, Russia, India and China), USA, Europe and emerging markets.
- He holds and has held a number of non-executive and advisory board memberships with major European and US corporations and among other current roles he is a member of the Global Advisory Board of the US company Aecom.
- He is invited by clients across the world as a regular speaker on global business trends, business operations, emerging markets and corporate best practice and retained by some of the world's largest corporations both as an advisor and presenter.
- He is a guest lecturer at various universities in the UK and Europe.

### Published books / papers - an authority on emerging markets and global business

- Dr. Daniel Thorniley is the author of three books, including one on Russia:
  - *"Emerging Markets: Lessons for Business Success and the Outlook for Different Markets"*
  - *"The Rise and Fall of the Soviet Rural Communist Party"* (Macmillan)
  - *"The Economics and Sociology of Rural Communities: East-West Perspectives"*
- He is a regular contributor to print media including Time, East European Newsletter, Foreign Report, Moscow Times and is featured regularly on television: BBC, CNN, Channel Four (UK), CNBC.

### Sample assignments

- Danny is regularly invited to talk to CEOs and corporate boards and has worked with most of the world's major MNCs.
- He delivers speeches at major business conferences around the world and demonstrates how business opportunities in China, Russia, East Asia and Eastern Europe and Turkey offer increasing rewards if you get it right, but disaster if you get it wrong.
- A highly seasoned and skilled chairperson and moderator of dialogue at any level, from business summits down to small group meetings. His experience has been developed from many years in the chair of Economist Conferences'



Roundtables and chairmanship of the Corporate Network executive programmes in Central and Eastern Europe, Middle East and Africa.

- Dr. Thorniley has briefed the Chief Executives, Chairmen and Boards of major global organisations, including ABN Amro Bank, Accenture, Baker & McKenzie, Boots International, Cartesis, Cisco IBM, Dow Chemical, Dupont, Eaton, Eli Lilly, Emerson, Ernst & Young, Ford, Heineken, IBM, Johnson & Johnson, Kellogg, Kimberly Clark, Nomura, Nycomed, Pioneer, Oracle, Sanofi-Synthelabo, The Sun Group. He has also been invited to address NATO, The United Nations and various governments including the Russian and the UK Governments.

## Speaking Topics

- He has delivered close to 1,000 presentations and has facilitated many corporate events and chaired over 600 open events and conferences. He is able to deliver complex business and economic analysis in a straight-forward and comprehensible style.
- In Danny's keynote global presentation, he analyses why the global business environment remains tough and challenging for the majority of his client companies and what they are doing to adapt to the multiple new normal. His presentations are filled with mini-case studies from real world corporate experiences and he outlines what corporate Best Practice should be in relation to clients/customers, distributors and partners and internal human resources. Danny has years of experience of expelling the challenges of global and emerging markets to CEOs and at Board level.
- He speaks on Global Business Trends, Business Operations, Emerging Markets and Corporate Best Practice, Business Trends in East-Central Europe, Future of Work.

## Daniel Thorniley - Personal information

- Founder and President of DT Global Business Consulting GmbH, an advisory firm
- Previously employed in the United Nations as the United Kingdom representative at the Vienna Centre, a United Nations office for political and economic research, based in Vienna, Austria
- Daniel Thorniley is a graduate of Worcester College, University of Oxford (1977) graduating with a Bachelor of Arts degree, Diploma in Russian Language and Soviet Politics (1979) from the University of Surrey with subsequently attended the Centre for Russian and East European Studies, UK where he gained his Doctorate in Soviet political economy (1982).
- Dr. Thorniley is proficient in French, Russian and German.

## Client testimonials - "very worth listening to!"

- *"Danny Thorniley is a remarkable public speaker -- knowledgeable, insightful, provocative and very funny. He is very worth listening to. I also find his position papers extremely useful in global analysis. As I have told Danny, I wish he had been working for me as a personal adviser when I was Prime Minister".*  
The Right Hon. John Major, former UK Prime Minister
- *"Danny, thank you so much for your briefing to my international team and myself. Your thoughts and arguments on the global business environment were striking and thought provoking. I was told you would stimulate the audience and you certainly did. Many thanks again. I believe the European team has invited you again for next month".*  
Bill Stavropoulos, then CEO and now ex-Chairman, Dow Chemical
- *"Danny, it was a pleasure to listen to you again. Let me say I find you one of the most profound and thought-provoking speakers I have ever heard. You are completely clued-in to the global business world. I am so glad my team invited you again. I look forward to the next time".*  
Håkan Björklund, CEO Nycomed
- *"Danny's papers and speeches are a joy. I have never met anyone who can explain such complex issues to me and my colleagues in such plain language that we can understand!"*  
Michel Troutaud, Managing Director, Allied Domecq