

Rachel Botsman

Trust Fellow at Oxford University's Saïd Business School
Author, Speaker, Lecturer and Media Commentator

Author & Speaker on Trust in the Modern World



One of the world's 50-most influential and thought-provoking management thinkers; a leading expert on trust in the digital world.

Professional experience

- Rachel Botsman is the leading global authority on an explosive new era of trust. She is an expert on how collaboration and trust, enabled by digital technologies, will change the way we live, work, bank and consume. By distilling complex ideas and research into clear and compelling content, Rachel gives people the tools to understand trust. A dynamic and witty storyteller, she is a master at connecting with audiences — opening their minds and stirring them into action.
- Acclaimed for her work on how trust is built, lost and restored in the digital age, Rachel Botsman studies how technology transforms human relationships.
- Rachel is a top-level keynote speaker, speaking at global events and conferences, who tailors her presentations and research to the audience she is addressing.

Books, Published papers, Media

- Rachel is the author of two groundbreaking books. "*What's Mine is Yours*" (2010) predicted the rise of the "sharing economy" and was subsequently named by *Time* magazine as one of the "Ten Ideas That Will Change the World." Her highly acclaimed work "*Who Can You Trust?*" (2017) is a profound exploration of how technology is revolutionizing human trust, and was shortlisted for the Business Book Awards.
- Her articles and research have appeared in the *WSJ*, *Financial Times*, *Wired*, *New York Times*, *Guardian*, and *Harvard Business Review*.
- Rachel has an insightful and engaging media presence across channels, including the *BBC*, *CNN*, *NPR*, and *ABC*. She is the executive producer and host of the upcoming *Trust Issues*, an original podcast series.

Sample assignments

- Known as the go-to speaker on 'trust', Rachel has given keynotes to hundreds of companies. These include Google, PwC, Accenture, CIPD, Goldman Sachs, Mastercard, Microsoft, Salesforce, and Sky Media, as well as prestigious conferences such as Drucker Forum, World Economic Forum, the Aspen Institute and the Clinton Global Initiative.
- Her TED talks have been viewed more than 4.5 million times, and subtitled into more than 30 languages. She is consistently ranked in the top 1% of all speakers at events she attends.
- Rachel provides coaching and advisory services to board members, senior executives and policymakers around complex trust issues in the digital age.

Sample presentation topics

- **The Currency of Trust**

Leaders in organizations of all shapes and sizes are asking the same question: How do we build more trust? From a decade of research and working with Fortune 500 companies, Rachel has observed how the way we think and talk about trust often doesn't reflect the way trust works in the digital age. She provides clear insights into how we can make smarter trust decisions in different areas of our life. Through engaging stories, Rachel explains the four traits that create trustworthy environments and how to empower leaders, employees and colleagues to harness the true value of trust.

- **Who Can You Trust in the Digital Age?**

From government to business, banks to the media, trust in institutions is at an all-time low. We might have lost faith in some organizations and leaders, but millions of people hop into cars with strangers, exchange digital currencies, or depend on algorithms for recommendations. We still trust: but not the way we used to. Digital technologies are creating one of the biggest trust shifts in history - from institutions to individuals. Drawing on her latest book *Who Can You Trust?*, Rachel explains why trust and influence now lie more with 'the people' - family, friends, colleagues, even strangers - than with experts or elites. This eye-opening keynote provides a dynamic guide to how trust is built, managed, lost and repaired in the digital age.

- **Lessons in Persuasion: Trust Leaps**

Imagine the first time we swallow a digital-tracking pill, hand over our life to a self-driving car or let a robot babysit our kids. There's one thing all these leaps require: trust. But in an era where we are increasingly alarmed about issues like tech addiction and privacy, how can we be persuaded over the chasm of fear and encouraged to take a risk on something new? In this dynamic keynote, Rachel reveals the fascinating relationship between trust, risk and innovation. Bringing together a wide range of research and stories, she explains ways to overcome common trust barriers and how people learn to trust strangers, products and ideas.

Rachel Botsman – Personal Bio-data

- Rachel has authored two groundbreaking books which have been translated into 12 languages.
- She is a Trust Fellow at Oxford University's Saïd Business School where she designs and teaches new courses on trust and technology.
- She is the executive producer and host of the upcoming series of original podcasts, "Trust Issues".
- Rachel has a Bachelor's Degree in Fine Arts from the University of Oxford.
- Rachel has lived and worked on four different continents, giving her a global perspective on the important issues of our times. She currently lives in Oxford and is passionate about empowering the next generation to make informed decisions about trust in a rapidly changing world.

Honours and awards

- Young Global Leader – World Economic Forum
- Breakthrough Idea Award – Thinkers50
- Top 50 Management Thinkers in the World – Thinkers50
- Top 100 Most Creative People in Business – Fast Company
- Top 20 Speakers in the World – Monocle
- 'Progressive Voice' Women of the Year Award 2018 – InStyle

Client testimonials

"Rachel was a fantastic addition to our annual APAC G-Force Conference. She brought our audience a fresh, new and provocative perspective on the sharing economy- and how this was shaping global macro-economic trends and consumer behaviour. Without hesitation we would welcome Rachel back to G-Force!"

-Genesys

"Rachel was a brilliant speaker at the Clinton Global Initiative Annual Meeting. She captured imaginations when speaking about how collaborative technologies are reshaping our relationships and reinventing the world around us in life-changing ways".

-Clinton Global Initiative