

Tony Monaghan



Tony Monaghan is an influencing and negotiating (I+N) consultant who draws on nearly 20 years corporate experience as a manager and consultant. He assists organisations with their formal negotiation skills, strategic influencing and leadership development. He has worked with multi-national companies across 9 Asia Pacific countries, and across multiple industry sectors – retail, industrial, finance and insurance.

Tony's background includes senior roles in human resources and learning and development, providing specialist experience in organisational development; executive coaching; needs analysis; design of training; design of e-learning; delivery of training; and evaluation of learning interventions.

Tony is a registered Organisational Psychologist with accreditations for the use of numerous psychological instruments, with individuals and groups. These include MBTI, DiSC among others.

His extensive background in the Sydney Grade cricket community gives him insight and experience in performing under pressure. This underscores his studies into the structure of high performance psychology and success in coaching elite teenagers.

Organisations collaborate with Tony because he gets to the heart of performance issues and is able to apply concepts and embed behaviour

change for long term sustainability. This includes organisations implementing company-wide change initiatives deploying systems such as EFTPOS, e-commerce and SAP.

Tony's cross-cultural exposure in Asia over the last 10 years also helps him to simplify key messages and use the process of learning to gain the maximum leverage, working beyond his limited use of mandarin. He is also a member of the Australian Chamber of Commerce in Shanghai (Austcham).

Some of the clients Tony has assisted include:

- Honeywell
- Thiess
- United Group Infrastructure
- Orica
- Henkel
- Bristol Myers Squibb
- Grundfos
- Defence Services Group
- Singapore Institute of Mgt
- Accenture

Tony has a Bachelor of Arts (Psychology/Sociology), Certificate IV in Workplace Training & Assessment, Grad Dip of Human Resources Management, Grad Dip in Applied Sport Psychology. He is an accredited ENS International consultant.