



MARK LAW

Summary

A world-class facilitator, trainer and career mentor specialising in consultancy skills and value methodology* training for those working in or for complex organisations.

Works extensively at CEO / Director / Senior Manager levels

Developed powerful new techniques for strategy formulation & organizational design

Facilitates innovation & cost reduction workshops

Mark works with top academics and management consulting practitioners to deliver high value / high impact workshops and seminars. Close collaborators include ex BCG, McKinsey, Bain consultants and London Business School professors.

Mark started his career as an oil field troubleshooter with Schlumberger in the North Sea, Adriatic and Mediterranean. He is a Chartered Engineer, Chartered Marketer and has a Masters Degree from London Business School. He is also a fully qualified value management / value engineering facilitator and trainer.

* NB Value Methodology is also known as Value Management, Value Engineering & Value Analysis

Qualifications

2015	SOCIETY OF AMERICAN VALUE ENGINEERS CVS (Certified Value Specialist)
1998	INSTITUTE OF VALUE MANAGEMENT PVM, TVM (Certified Trainer in Value Management)
1992	FEANI European Engineer
1990	CHARTERED INSTITUTE OF MARKETING Chartered Marketer MCIM
1986	INSTITUTE OF MANAGEMENT CONSULTANTS Fellow, Certified Management Consultant FIMC CMC
1981-1983	LONDON BUSINESS SCHOOL Masters Degree in Business Administration MSc (2 year full-time programme)
1979	INSTITUTION OF MECHANICAL ENGINEERS Chartered Engineer C Eng FIMechE
1973-1977	BRUNEL UNIVERSITY BSc (HONS) Mechanical Engineering (2:1)

Experience

1988 - Present	ADVANCED MANAGEMENT SKILLS LIMITED Founder & CEO A highly experienced professional trainer and facilitator at Director and Senior Management levels with a wide range of clients across the private, public and not-forprofit sectors. See www.amskills.com for full details: <ul style="list-style-type: none"> ■ Corporate and business unit strategy and structure ■ Organisational development and managing change ■ Team based operational performance improvement ■ Capital investment programmes (incl. new builds) ■ Lean transformation of health & social services ■ Value management training and facilitation Co-authored two UK government publications on value management / value engineering. Excellent ratings achieved on course participant feedback forms.
1982 - Present	LONDON BUSINESS SCHOOL Adjunct Faculty Currently delivering a variety of training, coaching and mentoring services to MBA, Sloan, EMBA, MIM and MIF students and alumni who either are practicing management consultants or are applying to the top consulting firms. Researched and wrote strategic case studies for the MBA programme on the computer and reprographics industries.
1983 - 1988	GUIDEHOUSE CONSULTANCY DIVISION Principal Consultant Shareholder and member of management buyout team of a strategy consultancy. Led numerous general management and corporate finance consultancy projects.
1981-1983	FREELANCE MANAGEMENT CONSULTANT Specialised in engineering and technology strategy.
1977-1980	SCHLUMBERGER Senior Field Engineer Responsible for electrical wireline logging operations on offshore oil and gas wells (Holland and Italy). Used a sophisticated range of electronic measuring equipment for assessing hydrocarbons. High explosive techniques were employed to complete production wells.

References

35 LINKEDIN RECOMMENDATIONS
Visit: <http://www.linkedin.com/in/marklaw/>