

Bill Lang

Business Educator, Coach and Accelerator

B.Comm LLB(Hons) MBA(Harv) TEDx.Fulbright Convenor

Bio:

Bill's career spans over 30 years in which he has worked in a number of industries and countries. As a student at The University of Melbourne he co-founded the fast food business Doctor Dog and published his first book. In 1985-6 he became a member of the Faculty of Commerce and Economics at the University of Melbourne.

Upon graduating from the University of Melbourne with an Honours degree in Law and Commerce, Bill worked in Australia with KPMG, Great Britain as an Auditor and Management Consultant, and with McKinsey & Company. In 1989 Bill was awarded the Macquarie Bank Scholarship and a Fulbright Scholarship to attend the Harvard Business School.



While at Harvard he was the Managing Editor of NET PRESENT VALUE – The Career Planning Guide for Harvard MBA's. Bill graduated in 1991 as a Baker Scholar and as the Proctor and Gamble International Fellow. During his time as a consultant strategist in Great Britain, Bill served clients in a range of industries including the financial, service, leisure and tourism, automobile telecommunication, media, manufacturing and insurance industries. Each of these projects involved providing detailed reviews of industry structure, competitor conduct and performance, corporate and business strategic development, and the development of marketing and customer relationship management systems. While working with KPMG and McKinsey & Company, Bill managed the recruitment, selection and professional development of University Graduates.

While working on his Doctorate of Business Administration, Bill researched internet-focused brand building and subsequently took a leave of absence to co-found two internet companies, Freeonline (Australia in 1998) and Sharinga Networks Inc. (San Francisco in 2000). These start-ups culminated in a \$120 million global alliance with AT&T and British Telecom.

Upon his return to Australia, Bill set out to revolutionise our understanding of how adults learn new workplace skills in order to help maximise individual workplace engagement, contribution and career satisfaction. Starting with Doctorate level research identifying universal career management skills and adult learning skills, a series of skill development processes and products were developed. These then led to the television series "Career Success" and several other solutions for developing workplace effectiveness skills for staff, managers and executives. These products are now used globally by career coaches, organisational development consultants and executive coaches. In 2009 WILEY publishing company released Bill Lang's book "Scores on the Board," which is now internationally sold from business book stores and online book retailers.

Bill currently advises and coaches through The Human Performance Company, which specialises in Tailored Workplace Development for improving human and organisation performance.

Publications, Products, Productions:

- Engagineering™– The Art and Science of Personal and Group Engagement
- Winning the Career you Deserve, DVD, host and executive producer
- Career Success with Bill Lang, Executive Producer and host television series on FOXTEL
- The Business Improver – Web TV Series
- 8 Skills for Career Success™ skill development series on DVD and for workshops
- 8 Skill for Management Success™ skill development series
- Scores on the Board™ skill and team performance improvement system
- Accelerated Professional Development
- Net Present Value – Career and Lifestyle Guide for the Harvard Business School Managing Editor 1990
- Income Tax – The Clear Guide Published in 1988
- Saving Tax for Wage and Salary Earners Published in 1987
- Editor of the following web sites: www.thecareermentor.com, www.scoresontheboard.com, www.enterprising.com.au, www.billlang.org

Media Coverage:

Bill's career and advice have been reported in:

- Bloomberg Business Report
- The Today Show
- GTV 9 Asia
- Chief Information Officer Magazine
- The Recruiter
- Singapore Straights Times
- The Herald Sun
- The Sydney Herald Sun
- Business Review Weekly
- Channel 7 Today Tonight
- CNBC Market Wrap
- News Corporation
- SKY Business Report
- Marketing Magazine
- CareerOne
- The Age
- The Sydney Morning Herald
- The Australian Financial Review
- Ballarat Courier

Speaking Engagements:

Bill has addressed many organisations, including:

- Harvard Business School – Social Media Bootcamp
- Customer Contact World Symposium
- Human Capital Asia
- Ernst and Young
- KPMG
- Centre Excellence in Sales
- Australian Human Resource Institute
- Victorian Employers Chamber of Commerce and Industry Churchill Club
- Customer Management World Conference
- Australian Banking & Finance Corporate Banking Conference
- Melbourne University Commerce Student Association
- The Last Thursday Creative Club

- CPA Australasia Financial Management Association of Australia
- Melbourne University Commerce Faculty Alumni
- Austrade Silicon Valley Trade Mission
- Melbourne University Regiment Harvard Club of Australia
- CEDA
- Genazzano FCJ College

Bill delivers corporate presentations and workshops on the topics of employee and customer engagement, strategic marketing, career and enterprise development, creating an entrepreneurial culture and management for fast growth start-up companies.

Community Activities:

Since University days, Bill has been active in a number of community organisations including:

- President of the Newman College Students Club
- Treasurer of the Melbourne University Cricket Club
- Chairman of the Melbourne University Intercollegiate Sports Council
- Delegate to Cricket Victoria
- President of the Australian and New Zealand Club at Harvard Business School
- Executive Committee Harvard Club of Australia (Victoria)
- Advisory Board Member to the Minister for Small Business Victoria
- Director of Small Business Australia

Contact



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<https://www.facebook.com/TheBusinessImprover>



https://twitter.com/bill_lang



<https://www.youtube.com/user/CareerMentor/featured>



<https://plus.google.com/+BillLangBusinessImprover/posts>



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