HiCue speakers
Higher Content & Inspiration



# ERNESTO SIROLLI

One of the world' s leading consultants on the topic of economic development

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- Over 2.5 million views in TED
- Sustainable development expert
- Got his start doing aid work in Africa in the 70's — and quickly realised how ineffective it was.
- Has worked in Australia, New Zealand, Canada, the United Kingdom, Africa, Latin America, USA and Asia
- Has led projects that promote local entrepreneurship and local self determination

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Dr. Ernesto Sirolli is one of the world' s leading consultants on the topic of economic

development. He started working in the field of International Aid in Africa in 1971 and has since worked in Australia, New Zealand, Canada, the United Kingdom, Africa, Latin America, USA and Asia in projects that promote local entrepreneurship and local self determination.

Dr. Sirolli resides in the USA where he was invited to establish the Sirolli Institute, a social enterprise that teaches civic leaders how to capture the passion energy and imagination of its own citizens.

Dr. Sirolli received a Laurea di Dottore in Political Sciences from Rome University in 1976 and a Ph.D in Local Enterprise Facilitation from Murdoch University, Australia in 2004.

Dr. Sirolli is the author of two books: "Ripples from the Zambezi" a best seller that is used by Economic Development Faculties in Universities the world over, and "How to start a business and ignite your life", a book aimed at would be entrepreneurs.

In 2012 Dr. Sirolli was invited to give a TED TALK; his 17 minutes talk :"Shut up and Listen" has been translated in 31 languages and downloaded more than 2.5 million times. Due to his amazing speaking skills, Ernesto Sirolli has been featured in two best selling books books as one of the great speakers from TED: “Talk Like TED: The 9 Public Speaking Secrets of the World's Top Minds, written by Carmine Gallo; and “TED Talks: The Official TED Guide to Public Speaking” written by Chris Anderson, Curator of TED.

In 1985, Dr. Sirolli pioneered in Esperance, a small rural community in Western Australia, a unique economic development approach based on harnessing the passion, determination, intelligence, and resourcefulness of the local people. The striking results of “The Esperance Experience” have prompted more than 300 communities around the world to adopt responsive, person-centered approaches to local economic development similar to the Enterprise Facilitation® model pioneered in Esperance 26 years ago. Esperance community project is still active and has helped over 800 new businesses in the first 20 years.

## TEMAS

Ernesto tailors each presentation to the needs of his audience and is not limited to the topics listed below. Please ask us about any subject that interests you:

- Economic Development
- Rural Develpment
- Entrepreneurship
- Risk Management

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## PROGRAMAS

**Want to help someone? Shut up and listen!!!**

When most well-intentioned aid workers hear of a problem they think they can fix, they go to work. This, Ernesto Sirolli suggests, is naïve. In this funny and impassioned talk, he proposes that the first step is to listen to the people you're trying to help, and tap into their own entrepreneurial spirit. His advice on what works will help any entrepreneur.

**Trinity of Management: Create Jobs and Revenue in your Community**

After 27 years of worldwide success in community growth, the Sirolli Institute is offering to train professionals on the fundamentals of coaching entrepreneurs. we offer a 3 days in the Trinity of Management® theory and practice. This professional training will build your competency in a state-of-the-art, yet simple, management coaching approach. Multiply the chances for local entrepreneurs to start businesses on a solid foundation. Become conversant in the practicalities of setting up a business…a business that succeeds.

- Learn the theory and practices of the Trinity of Management® by listening, reading and participating in individual and group activities.
- Witness how the Trinity of Management is effectively communicated to entrepreneurs and existing business owners.
- Practice the approach in a safe training environment.
- Differentiate the Trinity of Management from other complementary business advisory models.
- Identify and address real and/or perceived obstacles to clients' acceptance of the

Trinity of Management principles and their business success..

- Learn how to guide management teams, within companies, to produce “bankable business plans” that win investors and launch businesses – Intrapreneurship”.

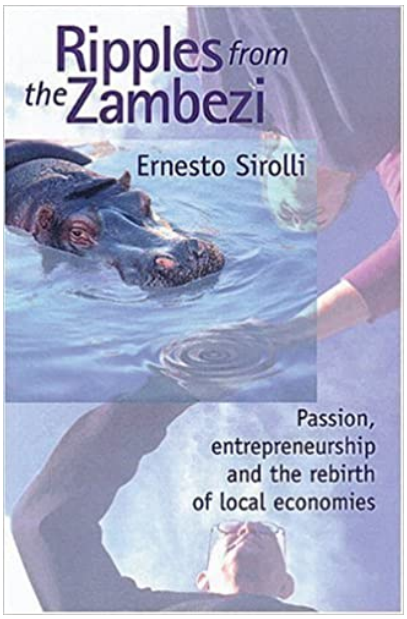
**Other speaking topics**

Youth (Millennials) Sustainability, Entrepreneurship, Economic Development, Personal Growth, Health, Education, Business, Resettlement/Migration, Mining/Extractive industries, Community Relations, Social Impact and Innovation. “Intrapreneurship” – the application of innovation & growth inside companies for better performance, Corporate Social Responsibility , Shared values, and resonating with your audience an clients.

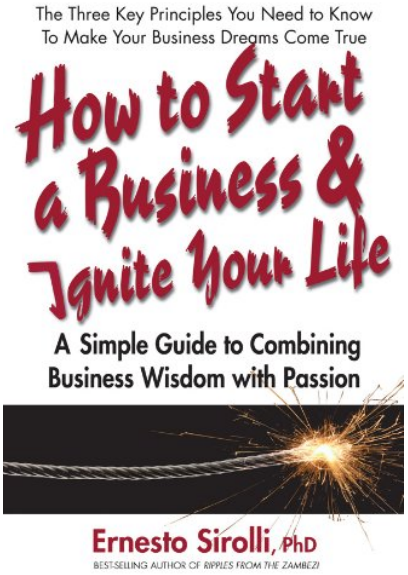
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## PUBLICACIONES

### Libros




RIPPLES FROM THE ZAMBEZI




HOW TO START A BUSINESS & IGNITE YOUR LIFE

## CONDICIONES

- **Travels from:** California, USA
- **Fee Range:** Please Inquire