

# Alexei Kapterev

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Profile	Author of two books on presentation skills, consultant, corporate trainer and business school teacher specialising in presentation skills, decision-making and ethics with 10+ years of teaching experience.
Experience	<p><b>Self-employed – 2007–present time</b> I conduct corporate workshops on presentation skills, decision-making, business ethics and moderate strategic off-site meetings. As a consultant, I help to create presentations and pitch-decks. I also work as a speechwriter and writer of business documents on subjects like company purpose, vision and values. Last year my clients included Heineken, Nestlé, BCG and UK's Arrival. As a guest lecturer I teach at SKOLKOVO Moscow School of Management and Russian branch of the Stockholm School of Economics.</p> <p><b>Moscow State University Higher School of Business — 2009-2017</b> Part-time lecturer (in English), Visual communications</p> <p><b>TechInvestLab Consulting, Moscow – 2003-2007</b> Policy advisory associate</p> <p><b>The Risk Advisory Group (UK), Moscow – 2000-2003</b> Risk management consultant</p> <p><b>Citibank, Moscow – 1997-2000</b> Financial controller</p>
Education	INSEAD Executive Master in Change, 2019-2021 Russian Economic University, economist, summa cum laude – 1992-1997
Selected Publications	<p><i>Ideas, Ideals and Idealisations: Decision-Making under Radical Uncertainty</i>, Executive Master's Thesis, INSEAD, 2021 (<a href="#">link</a>)</p> <p><i>The Good, the Bad and the Persuasive</i>, a best-selling book on presentation skills published in 2020 in Russian (<a href="#">link</a>)</p> <p>Presentation Skills, 15-week specialisation for Coursera, rated as one of the top 50 MOOCs of all time by ClassCentral.com (<a href="#">link</a>)</p> <p>Blog posts for Harvard Business Review Russia (<a href="#">link</a>)</p> <p><i>Presentation Secrets</i>, an English-language book published in the US, 360 pages, Wiley, 2011. A bestselling book on presentation skills in Russia (<a href="#">link</a>)</p> <p><i>Death by PowerPoint</i>, a SlideShare presentation with more than 18 million views (<a href="#">link</a>)</p>
Awards	Honorary membership in the UK Speechwriting Guild, 2014 The New York Festivals, finalist award (advertising, b2b sales), 2009 Commendation from the Russian Ministry of Economics, 2009 Citigroup Service Excellence Award, 1999
References	Business references from the clients and academic references from INSEAD and the SKOLKOVO Moscow School of Management are available upon request.