

Andy Edwards is the creator of “Relationomics”; (leveraging relationships for the best possible business results). He is an accredited behavioural psychologist and is the author of two books; one on Psychometrics and understanding people, the other about Behavioural Leadership (as seen from the follower’s perspective). Using an accessible model of human behaviour, Andy speaks about how to create, build, leverage, and repair quality relationships in the workplace.



He works with organisations, departments or functions traditionally measured by time, fees, or tangible output. Increasingly, these environments are recognising that many **challenges in the workplace are less a result of workload, competence, or productivity and more a result of dysfunctional or undervalued relationships.** In a surprisingly brief period, Andy can show that appreciation of each team member’s differences leads to a **more harmonious culture, higher discretionary effort, efficient leadership, and ultimately a more effective workforce.**

His signature talk echoes his book title: “Why Can’t People Be More Like Me?!”, and considers how to understand co-workers, maximise teamwork, identify difference in customer preferences, ensure all ‘types’ are valued - or simply how to ‘play nicely together’.

Andy is trusted by a number of sectors including legal, financial, accountancy, consultancy, merchant banking, construction, and IT. His message is also effective for engineering, manufacturing, medical (including pharma), and heavy industry like oil/gas. His client list includes ADNOC (Abu Dhabi); Barclays; Borouge (Emirates), JP Morgan; Liberty Global (Europe); NHS; Sony; Stannah; and many others.

Following a career in real estate and financial services, Andy has been a paid speaker since the end of the last millennium. Which may come as a surprise to his high school English teacher, whose end of term report advised; “Andy must understand that he will never make a living just by talking.”

Endlessly enthusiastic about his subject, he has been likened to the Duracell Bunny, Tigger, and even the Tasmanian Devil. He just calls it passion for people which he effortlessly transfers to his worldwide audiences. And it sticks: Catherine Barratt of BAMUK said: “Many months after the event and we are STILL using the principles and ideas suggested by Andy.”

Book Andy if your conference has one of THESE themes:

“All in this together”

“Team success”

“Making connections”

“Celebrating our industry!”

“Moving ahead as one”

“Everyone pulling in the same direction”

“New directions!”

“Full TEAM ahead!”

“Going the extra mile”

“Everyone makes a difference”

“People first”

“Cultural change”

“Building relationships”

“Connections and reconnections”

“Living our values”

“Individual effort – team success”

“People power!”

“One team, one culture”

...or any theme where relationships, behaviour, teamwork, and connections are to the fore.



“I would recommend Andy in every capacity. He is beyond ‘good’ at what he does. He is the best – and always with incredible results” F Kelley, Vimeo