

Graham Jones

Internet Psychologist at Graham Jones

Reading, Berkshire, GB

Experienced Internet speaker focusing on online business success

Biography

I look at the internet from a human perspective, not a technical one. As a result I help companies understand how they can connect in much better, human, ways with their customers and potential clients using the internet. I also help companies understand how they can be more productive using the internet and a combination of psychological tactics. I also help individuals discover how to maximise their online reputation, how to be more productive online and how to really get the best out of the internet. I speak at conferences of all sizes and I also run workshops, seminars and breakout sessions. I appear on discussion panels and I act as a facilitator and master of ceremonies.

Availability

Keynote, Moderator, Panelist, Workshop, Host/MC, Author Appearance, Corporate Training

Industry Expertise

Business Services, Retail, Social Media, Education/Learning, Media - Online, Writing and Editing, Professional Training and Coaching, Media - Broadcast, Internet, Media - Print

Areas of Expertise

Clickology, Internet Marketing, Social Media, Blogging, Internet Psychology, Internet, Content Management, Email

Affiliations

British Psychological Society, Professional Speaking Association, Society of Authors

Sample Talks

What Makes Consumers Click?

Using The CLICK System from Click.ology, this talk shows how you can use psychology to get your online customers to click more.

The CLICK System

How the five-step psychologically based CLICK System enables website owners, developers and designers to prepare and analyse existing websites to ensure they connect with visitors.

Click.ology

Click.ology is the science of getting people to click more. In this talk you discover how to use psychology to improve your website and your connection with your visitors, making them click more on those calls to action you have included.

Blogging is essential for your staff

Blogging is used as a marketing tool, but it is also a business productivity tool and a means of alleviating staff stress and increasing in-house creativity. This talk focuses on the hidden benefits of blogging that go way beyond the obvious.

The future of online retail

What will shopping look like next year, the year after and in five years time? This talk looks at the behaviour of online shoppers and demonstrates how they want to shop in the future.

Event Appearances

Web Success

Academy for Chief Executives Meeting

Education

University of Surrey

B.Sc. (Hons) Human Biology

Open University

M.Sc. Science Communication

Open University

B.A. (Hons) Psychology

Open University

Adv.Dip.Ed. Child Psychology

Open University

M.Ed. Education

British Psychological Society

MBPsS Psychology

Accomplishments

Conference of the Year

Awarded the Conference of the Year prize for a conference I wrote and produced for a major medical equipment company.

Specialist Computer Writer of the Year

FPSA

Fellowship of the Professional Speaking Association, one of only 35 speakers in the world to have been granted such an award.

Click.ology: What Works in Online Shopping

I have written the book "Click.ology" about what works in online shopping and how your business can use Consumer Psychology to succeed

Testimonials

Graham Speechley

Graham has now spoken three times for our leadership development groups at Business Leaders Groups. Each time the audience of CEOs, MDs and Senior Managers has been fascinated by the ideas and revelations about the way people use the Internet. They learnt how their approach should be modified to increase their Rol on their web activities. I strongly recommend Graham as a speaker to this type of audience. Wonderful stuff!

Philip Calvert

There are only a very small handful of people who really impress me with their knowledge and understanding of the Internet. Graham Jones is on that list ? at the top. His ability to explain how people use the Internet ? and thus how business owners can benefit, is second to none. Highly, highly recommended.

Tim Anderson

Graham has the highest level of expertise in this area and it was very clear to everyone that if they make the changes he described they could achieve real impact on their customers and potential customers. The structure of the session also worked brilliantly with him looking at members? actual websites in the second half and showing how they could make significant improvement.

Sara Beth Roper

Graham is a fantastic person to work with, a clear thinker, someone you can always rely on, and with the uncanny ability to make the seemingly impossible happen! However you employ his services you are getting a true professional.

David Hyner

Graham is a breath of fresh air in the world of the net and cyber-psychology. An engaging speaker that uses profound knowledge, astute insight, humour and integrity to deliver his message on social media ?. and more.

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