



### **Girish Vinayak Dharap**

Founder & Director-Nalanda Business Associates.  
Corporate Facilitator & Trainer, Certified NLP Master Practitioner  
Certified NLP Practitioner, Certified Hypnotist, Certified  
Advanced Life Coach,  
Actor-Writer-Director by passion, Amateur Cartoonist

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Memberships : BNI Member – BNI Pune West- Elites Chapter

#### **Profile brief:**

I am a result driven professional with over 15+ years of consulting and training experience. I have a successful track record of providing innovative trainings and advisory services in the area of overall organizational development. I have provided trainings pan India and few projects abroad , having **delivered over 11500 hours of training conducting in the areas of Leadership development, Life skills, Soft Skills and theatre based workshops** till December 2017. Being a life skills trainer and coach I focus on giving people in the public and private sector the opportunity to sharpen their skills and improve their performance to build positive, steady, measurable results for their organization.

#### **Interests:**

I am fond of travelling, exploring people and places, Dramatics, Reading, Writing short stories poems and also cartooning. Have received awards and accolades at various inter college festivals pan India.

I have done my theatre/drama training with Padma Bhushan Mr. Anupam Kher (Veteran superstar from Hindi drama and films) and Mr. Sharad Ponkshe (leading Marathi drama and film actor). I am learning Bansuri (Flute) from veteran Bansuri player Mr. Rajendra Teredesai (disciple of Pandit Hariprasad Chaurasiya) in traditional Guru-Shishya parampara.

#### **Education and Training Certifications:**

##### **Education :**

- B.E (Civil) from MIT Engineering College-University of Pune
- MMS (Master in Management Science) (Merit List Holder) - University of Pune

##### **Training Certifications :**

- Certified Facilitator from Dale Carnegie Training
- WCT (WNS Certified Trainer) (Certified)
- Certified NLP Practitioner from ANLP, India
- Certified NLP Master Practitioner, ANLP, India
- Certified Hypnotist, ANLP India
- Certified Advanced Life Coach, ANLP India

- (Pursuing) ALP (Advanced Leadership Program) Certification : Jointly offered by IIM Indore , Middle Earth HR & Carlton Advanced Management Institute , ALP includes following certifications :
  - Certificate in Strategic Thinking
  - Certified OD Group Performance Intervention Specialist ( COD)
  - Certified Performance & Competence Developer (CPCD)
  - Certified Master Trainer & Facilitator ( CMTF)
  - Certified Executive Life Coach (CELC)

**Details of training programs conducted with clients -Nalanda Business Associates (partial list):**

<b>Name of client</b>	<b>Name of Program</b>	<b>No of sessions/Batches</b>
<b>GALFAR-SAOG(Sultanate of Oman)</b>	Managerial Effectiveness Program	2
<b>Cee Dee Vacuum Equipment pvt ltd</b>	Team Building-drama based program	3
<b>L &amp; T Infotech</b>	Personality Development	2
	Work Life Balance	1
	Critical Thinking	2
	Negotiation Skills	2
	Planning and Prioritizing	1
<b>KIITS University,Bhubaneshwar</b>	Interviewing Skills	5
<b>Sakal Media Group</b>	Tanishka Project	38
	YIN (Young Inspirator Network)	2
<b>Symbiosis Society</b>	Whale Done	8
	Chapters-Book Review	4
	Team Building-drama based program	10
<b>MIT College of Management</b>	Strategic Management	100
	Managerial Skills workshops	140
<b>MIT School of Business</b>	Basics of ERP	20
<b>NICMAR ( Ongoing) (Updated till August 2017)</b>	Managerial Skills workshop(REUIM program)	40
	Managerial Skills workshop (MFOCB program)	15
	Managerial Skills workshop (ACM program)	20
	Managerial Skills workshop (PEM)	40

<b>Infini Institute of Program Management ( Ongoing) (Update only till June 2016)</b>	Corporate Life Skills	12
	Creative Learning Sessions	72
<b>Emerson Innovation Centre</b>	Stress Management using theater techniques	7
<b>Knorre Bremse</b>	Team Building-drama based program	1
<b>Kirloskar Brothers</b>	Change Management	1
<b>Sciformix</b>	Time Management	1
<b>Avalara Technologies</b>	Time Management	1
	Team Building & Conflict Management	1
	Goal Setting and Performance Evaluation	1
<b>Neeyamo Technologies</b>	Customer Service Excellence	1
<b>Sungard</b>	Lateral Thinking	1
<b>Verinite</b>	Time Management	1
	Business Communication	1
<b>Verinite</b>	Business Etiquette	1
<b>Mahale Behr</b>	Time Management	3
	Effective Communication skills/Business Communication	4
	Planning and Prioritizing	1
<b>Emerson Virgo</b>	Time Management	1
<b>Varroc</b>	Business Communication Skills	2
<b>FIS Global (Previously known as Sungard)</b>	Lateral Thinking	1
	Team Building-Drama based workshop	4

*\*\* Conducted over 500 different training programs/workshops while working with WNS & Hitachi Consulting with the Learning & Development Teams*

### **Professional Background:**

#### **December 2013 onward-**

#### **Established Nalanda Business Associates,a proprietary corporate training firm**

#### **(Aug 2002 –Oct 2013)**

- Sr Learning Specialist, Hitachi Consulting
- Manager, WNS Global Services
- Business Development & Training Executive, Dale Carnegie Training
- Sales Engineer, Universal Construction Machinery
- Project Engineer, DD Associates Environmental Consultants

### **Visiting & Guest Faculty:**

- NICMAR (National Institute of Construction Management & Research) Pune –August 2015 onward
- Infini Institute of Program Management, Pune – July 2015 onward
- DIMR,Pune – August 2017 onward
- MIT College of Management- 2007-2013
- MIT School of Business- 2012

### **Awards & Recognition:**

- Rank holder : 2<sup>nd</sup> in order of merit for MMS program, University of Pune & 1<sup>st</sup> in order of merit in INDSEARCH Institute, Pune
- NIRMITEE : Second prize -National Level Technical Paper Presentation competition
- Universal Construction Machinery : Best upcoming Sales Engineer
- WNS : Performance Excellence Awards
- Hitachi Consulting : Sparkle Award, Team Award
- Special Recognition  
Lead facilitator across WNS for “Train to Retain” project in 2011-12, this program was the CEO’s key project and the aim was to reduce attrition by working closely with Business Units, vertical HR teams and other stakeholders. Was able to successfully deliver results & as an overall impact of the project, attrition was reduced by 6% ,saving huge cost for the organization. In one of the business verticals – Finance & Accounting(F & A),attrition was reduced by 11.3%
- Various awards at inter-college festivals for Drama & writing poems