



Dr. Nisha

EMPOWERING INDIVIDUALS TO GROW, TRANSFORM & FLORISH

PEOPLE DEVELOPER | CONSULTANT | EXPERT AUTHORITY

Dr. Nisha is a regional and international management consultant. She is well known for her expertise in developing global strategies and roadmaps to establish strong positioning. Her consultancy expertise includes undertaking detailed feasibility studies, gathering market intelligence, data collection, and analysis, facilitating ground-up discussions with relevant stakeholder agencies, designing long-term strategic plans and benchmarks, and developing implementation processes. As a trainer and coach, Nisha is passionate about empowering individuals through capability building, enhancing their productivity and performance, and building their overall well-being. She has transformed employees from a broad range of industries, including hospitality and tourism, healthcare, banking and finance, telecommunication, military, regulatory boards, retail companies, and academic institutions. She is a qualified expert in customer service and experience, a certified MBTI, DISC, and STRONG Administrator and Behavioral Coach. She is also licensed by Etiquette Survival Group (U.S) to conduct Social and Business Etiquette. Her training area of expertise also includes leadership, positive intelligence, change management, sustainability, delivering high-impact presentations, and building resilient teams.

Nisha is a renowned and sought-after professional speaker on the international stage. She is an established global keynote speaker, subject matter expert, and panelist at major global events. A TedX speaker, Nisha is highly regarded for her energetic, engaging, and inspiring speaking style. To further hone her speaking and presentation skills, Nisha holds a professional speaking qualification, certified by the renowned Speakers Institute (Australia)

Nisha holds a Ph.D. from Murdoch University, an MBA from Nanyang Technological University, and Advanced Certificate in Training and Assessment (ACTA).

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Key Speaking & Training Topics

Delivering High-Impact Presentations

An effective presentation aims to change the audience and get them to think or act differently. The presenter should be able to engage them with a clear, focused message, logical arguments, and compelling visuals. Add a passionate delivery that evokes emotions, and your presentation is sure to impact your audience forcefully.

This program provides a guiding framework to teach others how to design, develop, and deliver compelling, high-impact presentations. Participants will be guided to structure the message effectively and deliver it with confidence and poise. Additionally, participants will review how to structure presentations, research content, create impactful visuals and enhance their delivery skills.

In this highly engaging session, you will learn to :

- Structure a presentation and visuals with focus, clarity, and impact.
- Effectively visualize, build, structure, and deliver a presentation with focus, engagement, and passion.
- Identify and apply non-verbal communication tools that will hook your audience and effectively convey your message.
- Polish your storytelling and story showing ability to delivery your content interestingly.

We Are All in This

Women's Leadership Development Program

In the post-pandemic world, there is an imminent need for the development and empowerment of women through training and education. Research has long-established the loss of economic potential faced by organizations, communities, and the global economy due to the lack of inclusive participation of women and advancement in women's social-economic trajectory. United Nations Sustainable Development Goals (SDG) focus on women's empowerment and gender quality as pivotal to global sustainable growth.

This Women's Leadership Development Program is designed to unlock the immense potential of women professionals and nurture their growth to become effective leaders in their business, community, and society.

In this valuable workshop, you will learn to :

- Develop an awareness of your unique strengths, limiting beliefs and unleash your innate leadership qualities.
- Understand the current challenges facing women leaders and develop strategies to navigate these challenges.
- Design a professional leadership action plan to drive transformational change, inspire and impact positively in your sphere of influence.
- Gain more clarity, confidence, and competence to lead others and growth in organizations.

Business Sustainability in a Circular Economy

Sustainability has become increasingly important to organisations to remain competitive and relevant. Embedding it at the core of the corporate strategy is integral due to evolving investor pressure, consumer demand, and regulatory requirements. The United Nations and governments across the world have recommended policy initiatives to drive corporate behavior across industries to support the Sustainable Development Goals. While organising and implementing sustainability is a primary responsibility of organisations, the commitment to the goals and actions requires significant planning, coordination, and long-term visioning. The workshop is designed for management to drive their organisations forward in a responsible and ethical way through practical sustainability initiatives.

In this practical and insightful workshop, you will:

- Understand the impact of current global economic, social, and environmental pressure on businesses to integrate sustainability into business practices.
- Learn how to align sustainability and CSR with business strategy.
- Develop a sustainability strategy roadmap and how to improve sustainability performance.
- Demonstrate an understanding and know-how on sustainability standards and practices

Transforming Customer Experience

Connecting and Creating Value

Customer experience has become more critical in the new experience economy due to the entry of non-traditional competitors, strict regulations, razor-thin profit margins, and fickle customer loyalties. Not only does each interaction between employee and customer affect the perception and brand image of the organization but employees with effective customer service skills will feel a greater sense of engagement and commitment to their jobs. The delivery of quality service during customer contact situations remains crucial to the success of any organisation but it also remains the single biggest challenge.

In this highly interactive and engaging workshop, you will learn to :

- Demonstrate what excellent customer experience is during the customer journey
- Enhance understanding of the significance of superior quality service to organizational success.
- Provide an understanding of the key dimensions of exceptional experience and apply these principles at work.
- Build ongoing long-time loyalty and relationships with customers
- Handle service failures effectively and turn complaints to compliments

Key Speaking & Training Topics

Positive Intelligence : Unleash the Power of Mental Fitness

In today's fast-paced corporate world, organizations are recognizing the critical importance of mental fitness for their employees' success and overall well-being. Positive Intelligence, a groundbreaking framework developed by Shirzad Chamine, offers a transformative approach to enhance mental fitness, resilience, and positive mindset. Our tailored Positive Intelligence Training Program for Corporates equips employees with the tools and techniques to unlock their full potential and thrive in their personal and professional lives.

In this empowering session, participants will:

- **Develop Mental Fitness:** Enhance self-awareness, emotional intelligence, and the ability to handle stress and adversity effectively.
- **Foster Positive Mindset:** Cultivate a growth-oriented mindset, promote optimism, and reframe challenges as opportunities for growth.
- **Boost Productivity and Performance:** Improve focus, concentration, and decision-making skills to achieve optimal performance.
- **Enhance Collaboration and Relationships:** Strengthen interpersonal skills, empathy, and effective communication for better teamwork and collaboration.
- **Cultivate Resilience:** Develop strategies to bounce back from setbacks, adapt to change, and maintain a positive outlook during challenging times.

Art of Consultative Selling

Every sales person knows that he/she is in the people business. Successful salespeople sell to customers on the value of their services. Effective selling without stress requires the ability to partner with the customer and engage in consultative selling. Salespeople have to realize that Behind Every Sale There Is A Person. The skill is in understanding THE person, THE customer. There isn't an impossible sales situation; there is just a salesperson who can't figure out how to get through to the customer.

This stimulating course will help provide the participants with a 'new school' of consultative selling attitudes and skills that they can use successfully in the current competitive marketplace. It provides a framework for selling with a purpose, selling from a customer perspective, and deriving mutual benefits for the salesperson and the customer.

In this stimulating workshop, you will learn to :

- Demonstrate the benefits of consultative selling from a customer perspective and a salesperson's perspective.
- Provide insights and practice to SELL with a PURPOSE.
- Enhance the participants' selling skills before, during, and after the sale.
- Negotiating with customers to increase sales and loyalty to your products.
- Equipping participants with the ability to handle and overcome objections without stress.
- Account servicing to build ongoing relationships and achieve sales targets.
- Increase the personal competencies of the sales staff through self-management.

Business Etiquette and Professional Communication

Business image development and etiquette are essential skills that can improve a professional's effectiveness, productivity, and satisfaction, as well as the company's bottom line. Professionalism, social graces, and effective communication skills can be taught and they, in turn, set the climate for success. Executive presence is the ability to project a sense of confidence, credibility, and competence in professional settings which helps to build trust, credibility, and relationships with the stakeholders.

In this highly engaging session, you will:

- Understand the importance of business etiquette in the workplace.
- Develop a professional image and appearance.
- Improve communication skills, both verbal and non-verbal.
- Apply appropriate business meeting and networking etiquette.
- Demonstrate proper dining etiquette in various settings.
- Be aware of cross-cultural differences and appropriate etiquette.
- Apply social media etiquette to enhance personal and company image.

Professional Branding

Branding is not just for businesses anymore. Personal branding is becoming increasingly critical in a highly competitive workplace. A successful career has three ingredients: who you know, what you know and more importantly who knows you. The idea of impression management and self-presentation are becoming more and more important in marketing ourselves and creating our niche. When we are able to effectively design a personal brand, we can build our brand equity and leverage the same strategies that make celebrities and corporate brands appeal to their audience. Through discovering our strengths, competencies and value, we build our self-confidence to project a more polished and professional persona in our interactions.

In this interactive session, you will :

- Understand the significance of personal branding in career management
- Explore and identify your strengths and weakness, talents and competencies that define you as unique individuals
- Develop your personal branding statement and professional biography
- Design a personal brand that is unique and memorable, one that authentically and effectively communicates their values and professional gifts.
- Project yourself with more confidence, professionalism, and clarity
- Networking on LinkedIn and other media to enhance your network.

Key Speaking & Training Topics

Impactful Communication & Conflict Management

Effective communication and conflict management are essential skills for creating a harmonious and productive work environment. This workshop equips participants with the essential skills to navigate workplace dynamics, resolve conflicts, and communicate effectively. By investing in these skills, organizations foster a positive work culture, improve employee satisfaction, and drive overall success.

In this hands-on session participants will learn to :

- Enhance Communication Skills through developing active listening, verbal and non-verbal communication, and empathy to foster understanding and build rapport with colleagues.
- Improve Conflict Resolution Skills by acquiring techniques to identify and manage workplace conflicts, facilitate difficult conversations, and find mutually beneficial solutions.
- Build Emotional Intelligence by cultivating self-awareness, emotional regulation, and empathy to navigate emotional situations and respond effectively to others' needs.
- Foster Positive Relationships through promoting respectful and inclusive communication, strengthening teamwork, and nurturing positive relationships with colleagues and stakeholders.
- Build confidence and assertiveness skills to express opinions, needs, and concerns in a respectful and constructive manner.
- Promote Collaboration and Problem-Solving by learning techniques for collaborative problem-solving, negotiation, and finding win-win solutions to workplace challenges.
- Manage Difficult Conversations: Develop strategies to address sensitive topics, provide feedback, and handle conflicts with professionalism and diplomacy.

Gender Inclusivity, Diversity & Equity for Sustainability in Organisations

Research reports that organizations with higher levels of inclusivity are more progressive, experience greater innovation, and have higher returns on investments. As organizations restart strategies in the wake of the crisis, it is imperative to place gender at the heart of these initiatives to leverage opportunities in the global economy.

In this valuable workshop, participants will learn:

- How to build a gender-inclusive, diverse, and equitable workplace
- Understand and identify unconscious gender bias, and adopt strategies to overcome them
- Explain and understand the business case for gender inclusivity, diversity, and equity in organizations
- Design and adopt actionable strategies to nurture a more inclusive and sustainable workplace

Embracing Change: Navigating Transformation with Resilience and Agility

Change management in a contemporary setting refers to the ability of an organization to adapt to changing circumstances and manage the transition to new processes, systems, or structures in an agile and resilient manner. This approach involves anticipating, preparing for, and responding to changes in a flexible and adaptable way, while also building the resilience to withstand and recover from unexpected disruptions.

In this highly valuable workshop, you will learn:

- The principles of change management in a contemporary setting that incorporates agility and resilience.
- The benefits of an agile and resilient approach to change management, and the risks of not adopting this approach.
- To create a change management plan that incorporates agility and resilience.
- To identify and mitigate risks associated with change and develop contingency plans to address unforeseen circumstances.
- To explore the role of leadership in driving change management, including how to lead with agility and resilience, communicate effectively, and build trust.

Unlocking your professional and team success : DISC/MBTI Profiling

In today's dynamic corporate landscape, effective communication, collaboration, and understanding among team members are crucial for achieving organizational goals. The DISC/MBTI workshop for corporate professionals offers a transformative learning experience designed to enhance self-awareness, improve interpersonal relationships, and optimize teamwork. By leveraging the DISC/MBTI assessment tool, participants gain valuable insights into their own behavioral styles and those of their colleagues, enabling them to adapt, communicate, and collaborate more effectively.

In this insightful and interactive workshop, you will:

- Gain a comprehensive understanding of the DISC/MBTI model and its behavioral dimensions
- Explore personal behavioral tendencies, strengths, and potential blind spots to improve self-awareness and optimize individual performance.
- Learn effective communication strategies based on different behavioral styles, enabling clear and productive interactions with colleagues, clients, and stakeholders.
- Develop techniques to build rapport, strengthen
- Acquire conflict resolution skills by understanding and appreciating different perspectives and finding mutually beneficial solutions.
- Enhance leadership skills by leveraging insights from the DISC model to inspire and motivate team members based on their unique behavioral styles.

Personal and Professional Coaching

With over 25 years of senior management experience, I bring a wealth of knowledge and expertise to empower individuals and organizations to achieve their goals through personal and professional transformation.

Why work with me?

- **Extensive Industry Experience:** With a proven track record as an entrepreneur and business consultant for leading organizations globally, I bring practical insights and real-world solutions to the coaching process. I have firsthand experience in driving change, building resilience, and fostering agility in individuals and teams.
- **Holistic Approach to Coaching:** My coaching philosophy revolves around the belief that true success is achieved by integrating personal and professional growth. I work closely with individuals to align their values, passions, and goals, enabling them to create fulfilling and meaningful lives both in and out of the workplace.
- **Expertise in Leadership Development:** As a corporate trainer specializing in leadership development, I have facilitated significant transformations in mid to large-size organizations. Through targeted coaching, I help individuals enhance their leadership capabilities, foster a positive work culture, and achieve exceptional results.
- **Change Management, Building Resilience, and Agility:** Navigating change, building resilience, and fostering agility are crucial skills in today's fast-paced business environment. With my deep understanding of change management principles and strategies, I guide individuals and teams through change processes, helping them adapt, bounce back, and thrive in dynamic situations.
- **Professional Branding and Personal Presence:** Building a strong professional brand and cultivating a compelling personal presence are essential for career advancement. I provide insights and guidance on professional branding, executive presence, and effective communication, enabling individuals to stand out and achieve their desired professional image.
- **Specialization in Mental Well-being and Mindfulness:** I am passionate about mental well-being and incorporate mindfulness practices into my coaching approach. By fostering self-awareness, promoting resilience, and reducing stress, I help individuals cultivate a healthy and balanced mindset, leading to enhanced overall well-being and performance.
- **Empowering Women Professionals and Entrepreneurs:** I am deeply committed to empowering women professionals and entrepreneurs. I specialize in helping women enhance their executive presence, build their professional visibility, and overcome self-limiting beliefs. Through targeted coaching strategies, I help women develop self-confidence, strengthen self-esteem, and achieve their full potential.

Client Benefits:

- **Clarify Goals and Priorities:** Gain clarity on personal and professional goals, and develop strategies to achieve them with focus and purpose.
- **Enhance Leadership Skills:** Develop advanced leadership capabilities, including effective communication, decision-making, and strategic thinking.
- **Navigate Change, Build Resilience, and Foster Agility:** Successfully navigate change, build resilience, and foster agility to thrive in dynamic business environments.
- **Improved Well-being and Work-Life Integration:** Achieve a balanced and fulfilling life by integrating personal and professional aspirations harmoniously. Emphasis on mental well-being and mindfulness promotes
- **Empowering Women Professionals and Entrepreneurs:** Specialized coaching to support women in enhancing their executive presence, building professional visibility, and eliminating self-limiting beliefs.

Coaching Services

- Executive Coaching
- Life Coaching
- Career Coaching
- Group Coaching
- Executive Presentation Coaching

Brands Nisha worked with:



SONY



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