

**Profile: K R Anand Narayan – Corporate Training Consultant and Coach:**



An L&D professional **with over 17 years of experience**, spent in building skills among various corporate organizations, across different levels in the country and abroad. His main focus has been in assisting clients to drive change strategies through Competency Enhancement Programs within their workforce.

Anand provided his services **for the FMCG, Hospitality, Logistics, Finance and Corporate Training sectors, spanning an overall 12 years before turning into a full-time L&D consultant**. His experience mainly comprised **Sales and Business Development, Client Servicing, Training/Coaching and developing** business executives. **He has trained in a variety of job functions across multifarious industries & sectors.**

Organizations & sectors Anand has facilitated learning in the past:

**IT/Software/KPO:**

All State, Logica, Brady Corp, Pega Systems, Ruckuss Wireless, Aricent Software, Tavant Technologies, Infineon Technologies, SAP Labs, Cross Domain, Barry Wehmiller, VM Ware, Toshiba, Unilog, Walmart Labs, Cyient Ltd, Embitel Technologies, I G Infotech, Unisys Software, HP etc.,

**BFSI:**

Wells Fargo, MetLife Insurance, Ujjivan Finance, Way 2 Wealth, Karnataka Bank, Dhanalakshmi Bank, Axis Bank, Barclays Bank, Reliance Mutual Funds, Apollo Munich Health Insurance, Deutsche Bank, Grant Thornton, Society-General, Wells-Fargo etc.,

**FMCG & Manufacturing:**

Modicare, LG, Carrier Refrigeration, Micromatic Machines and Tools, Radiall, Goodyear Tyres, MANN + HUMMEL, American Air Filters, Josts Engineering, Force Motors, Gabriel India, Logicom Distributors, Raymond Apparels, Confident Dental Equipments, Atlas Copco India, Amada India, Daramic, Mercedes Benz, UB Distilleries, HAWA, Madura Garments, BASF

**Pharma/Hospitality/Educational Institutions:**

Mylan Labs, Acme Labs, Aris Global, Columbia Asia Hospitals, Clinical Research Education & Management Academy, IIMB, T.Johns Institute for Arts and Science, IIMRB, Jain College and Management Academy

**Central/State Govt & Others:** Hindustan Aeronautics, ISRO, IOCL, KIOCL, Embassy Group, Malayala Manorama, Mac Millan Publishers, August Ventures etc.,

### **What participants usually have to say after the sessions?**

Participants left best expressing their learning experience as **Impactful, Insightful, Contemplative, Interactive, Motivating, Fun and importantly Useful and Objective**. They confided that skills learnt from his sessions have helped in overcoming blocks at personal as well as inter-personal levels and the Insights he provided helped in moving current horizons of cognition and behavior further.

### **His strengths as a facilitator:**

Ability to Connect with any category of audience. Energetic, witty, expressive, interactive, motivating, unique, friendly, objective, straight-forward and sincere to the cause and objectives.

### **His methods include all the best of contemporary practice in Adult Learning:**

Interactive Group Discussions/exercises and Debates, Self-Analysis Questionnaires, Activities and Games with debrief, Role Playing, Simulations, Case Studies: Hypothetical and Real Time.

**He effectively combines relevant excerpts from exclusive behavioral studies like NLP, Emotional Intelligence, Transactional Analysis and DISC to underpin participant's understanding and their buy-in**

### **He is best suited for learning interventions described in 3 fold:**

1. Where change initiatives are described in well-defined training / learning objectives
2. Combined with a desire for a unique learning experience
3. With clear, practical and realistic setting of expectations

### **Professional Capabilities include:**

Training Need Analysis & Customization

Pre and Post Assessments of Learning Interventions – Has successfully applied the first 3 levels of Kirk Patrick's Training Evaluation Methods.

Building/Creating Content & Training Delivery

**Provided with appropriate duration, support, co – operation and clearly defined objectives from concerned stakeholders, Anand immensely believes in his capabilities as a Competency Builder.**

He spends a substantial amount of time in training and mentoring aspiring Training Professionals from different parts of the country today.

**He is strong proponent of Transcendental Meditation and spends time coaching people on the practice within corporate organizations and outside. The practice has been shared during Stress Management and Personal Branding Sessions to various audiences.**

**Areas Anand trains corporate workforce:**

<p><b>Communication Psychology:</b></p> <p>Effective Communication</p> <p>Presentation Master class</p> <p>Managing Conflict at work</p> <p>Negotiating Skills at work</p> <p>Personal Impact at work</p> <p>Influencing Skills at work</p> <p>NLP at work</p> <p>Emotional Intelligence at work</p> <p>Advanced Communication Skills</p> <p>Business Writing Skills</p> <p>Assertiveness and Confidence</p>	<p><b>Managerial Training:</b></p> <p>Managing Time</p> <p>Managing Stress</p> <p>Competency Coaching</p> <p>Competency Interviewing</p> <p>Esteem and Personality Building</p> <p>Performance Management</p>	<p><b>Leadership Development:</b></p> <p>Situational Leadership and Skills</p> <p>Coaching Skills</p> <p>Assertion Skills</p> <p>Personal Impact</p> <p>Personal Branding</p> <p><b>Train The Trainers:</b></p> <p>Coaching Skills &amp; Platform Skills</p> <p><b>Sales Coaching and Training:</b></p> <p>Strategic Selling for Complex Sales</p> <p>Consultative Selling</p> <p>Key Account Management</p>
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**Credits:**

Certified Trainer from Oscar Murphy International

Certified Trainer from Speak First: An academy training trainers on Communication Psychology

Certified Practitioner – NLP from School of Natural Health Sciences

Certified Practitioner – Hypnotherapy from School of Natural Health Sciences

Certified Practitioner – Life Coaching from School of Natural Health Sciences

Certified Learning and Development Manager – CAMI

Transaction Analysis Course – Centre of Excellence

Border Line Personality Disorder Course – Centre of Excellence

Certified Learning Instructor – Meditation Practitioner

**He is also a competent Pastel Artist, Rock Music Vocalist and Writes Screenplay & Fiction when not training.**

**Languages Spoken:** English, Hindi, Kannada, Tamil and Malayalam