

# Services and Product Portfolio



# About Dr Amit Rawal



*"I LOVE motivating others – seeing them grow, develop and succeed gives me great pleasure. This combined with my passion for public speaking, which has stemmed from struggling to communicate as a child and having to undertake speech therapy has led to where I am today. "*

## Qualifications

- Personal Performance Coaching Diploma, The Coaching Academy, 2022 (in progress)
- Management Studies PhD, Brunel University London, 2021
- Leadership in Action Course, Resilient Leaders Elements, 2021
- Associate Fellowship, Advance HE (PgCAP), 2020
- EmPower Life Coaching (Accenture), 2018
- Distinction, MSc International Business, Brunel University London, 2016
- Summer School Course, Urban Culture in Theory and Action, Københavns Universitet, 2016
- Certified in Business Analysis, BCS, 2015
- Certified in Program and Project Support Office Essentials, BCS, 2015
- 2:1, BSc Psychology, Aston University, 2014

## Experience

- Amit has worked as a Business Analyst, Marketing Assistant and Research Assistant across a range of public and private organisations.
- He has presented to large-scale audiences and facilitated a variety of career-related workshops. Amit currently lectures in entrepreneurship at Coventry University London



- He has experience of managing high-end events, such as at Wimbledon.

## Publications and Consultancy

- Amit's research interest lie in the field of entrepreneurial learning post-failure as well as professional skills development and higher education as a sector. Recent publications include:
  - Sarpong, D. and Rawal, A., 2020. 23 From Open Labs to DiY Labs–Harnessing 'the wisdom of crowds' for Innovation. In Innovating in the Open Lab (pp. 263-274). De Gruyter Oldenbourg.
  - Rawal, A. and Sarpong, D., 2020. Bouncing Back from Bankruptcy: Narratives of Entrepreneurial Antifragility. In Academy of Management Proceedings (Vol. 2020, No. 1, p. 14507). Briarcliff Manor, NY 10510: Academy of Management.

## Testimonials

- *"It's been a pleasure getting to work with you and seeing how much our new joiners enjoy your session. You have inspired countless new joiners and helped them all feel at ease with starting at Accenture."* Olly Jeffers, Global Onboarding Year One Innovation Lead
- *"Amit is an exceptional motivational mentor who has helped me significantly reach my goals for my own business. He provided life coaching sessions which developed my confidence, built my understanding of how to run an effective organisation and help me realise my true purpose."* Manisha Madhewoo, Life Coaching Client
- *"As a student, I found that Dr Amit was a thoughtful and kind educator."* Hani Azeemah, Former Student

## Awards

- BAM 2021 - African Studies Best Full Paper Award
- Brunel Research Festival Poster Winner, May 2021
- Brunel Graduate School Poster Conference College (Brunel Business School) Winner, April 2021
- Brunel Business School Conference Session Winner, September 2020
- Vice-Chancellor Travel Prize Award Winner, Brunel University London, October 2019
- 3 Minute Thesis (3MT) second runner-up, Brunel University London, March 2019
- Career Development Award, The Chartered Institute of Marketing, 2013
- Jack Petchey Award, 2007

## Conference Presentations

- Brunel Business School Poster Conference, 2021
- Brunel Business School Conference, 2020
- AoM Conference, 2020
- BAM Conference, 2020
- BAM Conference, 2019
- Brunel Business School Poster Conference, 2019

## Professional and Industry Memberships

- British Academy of Management
- Academy of Management
- The Coaching Academy

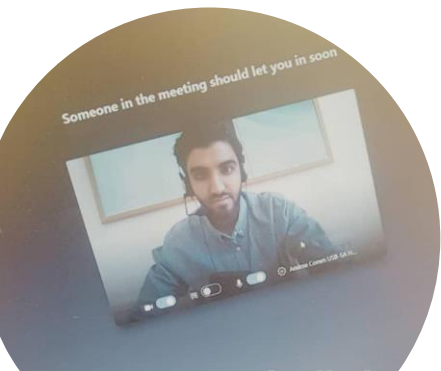


# Virtual and Face-to-face Workshops

*It takes motivation helps individuals develop their leadership, employability, and entrepreneurial skills as well as boost their self-belief. The sessions draw on Amit's Doctoral research and end with a motivational talk. The workshops are broken down into:*



1. **Early Leadership** (focus on developing an individuals' branding, communication and resilience)
2. **Intermediate Leadership** (focus on developing an individuals' customer service, time management and goal setting skills)
3. **Advanced Leadership** (focus on developing an individuals' management skills, ability to coach, and hold a challenging conversation)
4. **Technical Leadership** (focus on developing one's technical related competencies)
5. **Younger Leaders** (focus on the leaders of tomorrow during transitions in their life)



*Amit is currently training as a fully certified life coach which enables him to encourage participants to engage, interact, and think deeply. He has several years of experience in various fields (further information can be seen in previous slide).*

# Snapshot of Workshops: Early Leadership (part 1)



## 1) Develop Your Self-belief, Confidence and Resilience

*Session aims to help participants:*

- ✓ Build positive beliefs
- ✓ Nurture resilience
- ✓ See the bigger picture



## 2) Boost Your Communication and Presentation Skills

*Session aims to help participants:*

- ✓ Present effectively and use the skill daily
- ✓ Learn the 5 levels of listening and become an empathetic listener
- ✓ Practice and gain feedback on their presentation skills live



## 3) Build Your Brand and Network Effectively

*Session aims to help participants:*

- ✓ Identify what a personal brand is
- ✓ Develop their own brand identity
- ✓ Form an understanding of how they can network effectively



## 4) How To Use Social Media Effectively

*Session aims to help participants:*

- ✓ Understand how they can use their social media profiles effectively
- ✓ Learn how they can measure their social media success
- ✓ Build relationships with their followers

# Snapshot of Workshops: Intermediate Leadership (part 2)



## 5) How To Deliver Excellent Customer Service

*Session aims to help participants:*

- ✓ Create the best first impression
- ✓ Understand client needs, requirements and expectations
- ✓ Remain calm when customers have issues



## 6) How To Make Personal Change By Setting Goals

*Session aims to help participants:*

- ✓ Develop insight on how they can take charge of their life
- ✓ Form powerful goals



## 7) How Best To Deal With Stress And Manage Your Time

*Session aims to help participants:*

- ✓ Uncover what stress really is
- ✓ Identify work related stressors
- ✓ Learn effective time and prioritisation management techniques



## 8) Set Up Your Own Enterprise Alongside Working Full-time

*Session aims to help participants:*

- ✓ Build insights on how they can develop a side venture
- ✓ Put together a business plan
- ✓ Pitch their ideas clearly

# Snapshot of Workshops: Advanced Leadership (part 3)



## 9) How To Coach

*Session aims to help participants:*

- ✓ Recognise the difference between coaching and mentoring
- ✓ Make use of the GROW model
- ✓ Keys skills of great coaching



## 10) How To Be The Best Version Of Yourself

*Session aims to help participants:*

- ✓ Understand their “why”
- ✓ Build their goals
- ✓ How to not be discouraged by others



## 11) How To Manage Your Manager

*Session aims to help participants:*

- ✓ Gain a view of their manager’s perceptions of them
- ✓ Form a strong relationship with their manager



## 12) How To Hold A Challenging Conversation And Build Emotional Intelligence

*Session aims to help participants:*

- ✓ Manage a challenging conversation
- ✓ Form empathy and emotional intelligence using a series of techniques

# Snapshot of Workshops: Advanced Leadership (part 3 continued)

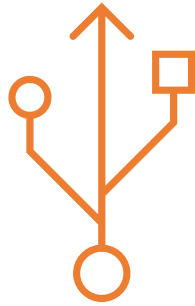


## 13) How To Build Initiative:

*Session aims to help participants:*

- ✓ *Unpack the benefits of taking initiative*
- ✓ *Form practical ways to take initiative in the workplace*
- ✓ *Understand how to work better in a team to take on more initiative*

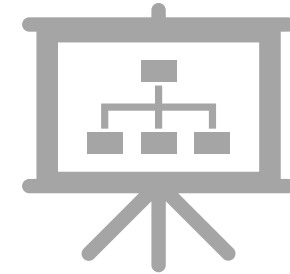
# Snapshot of Workshops: Technical Leadership (part 4)



## 14) A guide into technology careers

*Session aims to help participants:*

- ✓ *Form insights of what a career in technology is like*
- ✓ *Debunk key myths around technology careers*
- ✓ *Learn how to develop skills for a career in technology*



## 15) How To Present Complex Ideas

*Session aims to help participants:*

- ✓ *Develop skills to effectively present complex ideas to a range of audiences*
- ✓ *Understand key presentation “pitfalls”*
- ✓ *Learn how practice the ability to package information clearly*



# Snapshot of Workshops: Younger Leaders (part 5)

*(ideal for those starting school leave schemes, internships, university, and graduate schemes)*



## 1) Develop Your Self-belief, Confidence and Resilience

*Session aims to help participants:*

- ✓ *Build positive beliefs*
- ✓ *Nurture resilience*
- ✓ *See the bigger picture*



## 2) Boost Your Communication and Presentation Skills

*Session aims to help participants:*

- ✓ *Present effectively and use the skill daily*
- ✓ *Learn the 5 levels of listening and become an empathetic listener*
- ✓ *Practice and gain feedback on their presentation skills live*



## 3) Build Your Brand and Network Effectively

*Session aims to help participants:*

- ✓ *Identify what a personal brand is*
- ✓ *Develop their own brand identity*
- ✓ *Form an understanding of how they can network effectively*



## 4) Professionalism in the workplace

*Session aims to help participants:*

- ✓ *Explore how to be professional*
- ✓ *Feel driven to be the best version of yourself and make impact*
- ✓ *Understand professional values*

# Additional Workshop Information



Each workshop ends with a dose of motivation. Importantly, all sessions are made bespoke to the audiences' requirements



Sessions can vary in length from 45 minutes-2 hours (or longer) and can have up to 5-100 attendees



They can be booked for one whole day or across a set time period



Electronic copies of the PPT slides, handouts and activity materials will be provided ahead of the session



The workshops are priced at a sliding scale (Workshop 1: £800, Workshop 2: £500 and Workshop 3: £300 )



A series of three workshops comes to a daily rate of £1600 (prices are negotiable)

# Other services

- **Motivational Talk and Guest Speaker**

Amit offers a range of motivational talks for a range of events, which can focus on making life transitions, managing stress to career-related motivation and the importance of diversity. All talks can be tailored to the audience at hand and bespoke to your needs. He is also happy to be a key speaker at various events

- **Life Coaching Sessions**

Amit offers a range of life coaching sessions to help empower his clients to understand, realise and develop their goals. He has experience of working with large organisations and start-ups to ensure that they meet their desired objectives as well as avoid business failure through drawing on his own research.

- **Academic Related Workshops**

Amit can help students foster resilience during their studies. As a lecturer Amit possesses a deep understanding of different pedagogical frameworks to help students excel inside and outside of the classroom.

- **Marketing Consultancy**

Amit also offers marketing advice from social media guidance, branding recommendations and PR strategy guidance



# For more information...

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