

THINK BETTER, FEEL GOOD, DO MORE, BE YOU
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Vipul Malhotra

Coach || Leadership Facilitator || Actor



www.coachvipul.com

Values

That Drive Me



Respect

To value myself and others diversity of all kinds; to value time; to value commitment, Openness, Authenticity.



Adaptability

To be flexible enough to respond to people and situations spontaneously and creatively



Optimism

To believe in other's, in hope, give benefit of doubt, assume positive intent



Care

To be sensitive to other's needs and show it, Compassion, Collaboration



Freedom & Self-Expression

To fearlessly take creative risks in improving human value & to live the life I love & partner other's to explore what it means to them

Methodology

– The Iceberg Approach



I believe in experiential and immersive learning that creates a space for such exploration. Hence, I encourage Whole-self learning. Whole-self learning is a concept where people integrate their mental, physical, and emotional selves to discover new and unique ways of learning and communicating. The insights from these methods are helpful to build confidence, spontaneity, and creativity in professional and personal life.

On the Surface

- Executive Coaching
- Psychodrama
- Gestalt Theory
- Transactional Analysis
- Neuro Linguistic Programming
- Training in Acting & Theatre

Underneath the Surface

- Neuroscience
- Humanistic Psychology
- Experiential Methods
- Adult Learning Styles
- Behavioural Studies
- Positive Psychology



My Services

To Enhance your individual & organisational performance



Coaching

Occasionally, we yearn for an emotional release, to unload the energy accumulating within us due to various triggers like situations, incidents, relationships, or impending fears. At times, we also seek someone's guidance to uncover the barriers obstructing our full potential or goals. In both scenarios, coaches become essential in offering diverse forms of support. They help us navigate our challenges, facilitating self discovery to identify our own solutions.

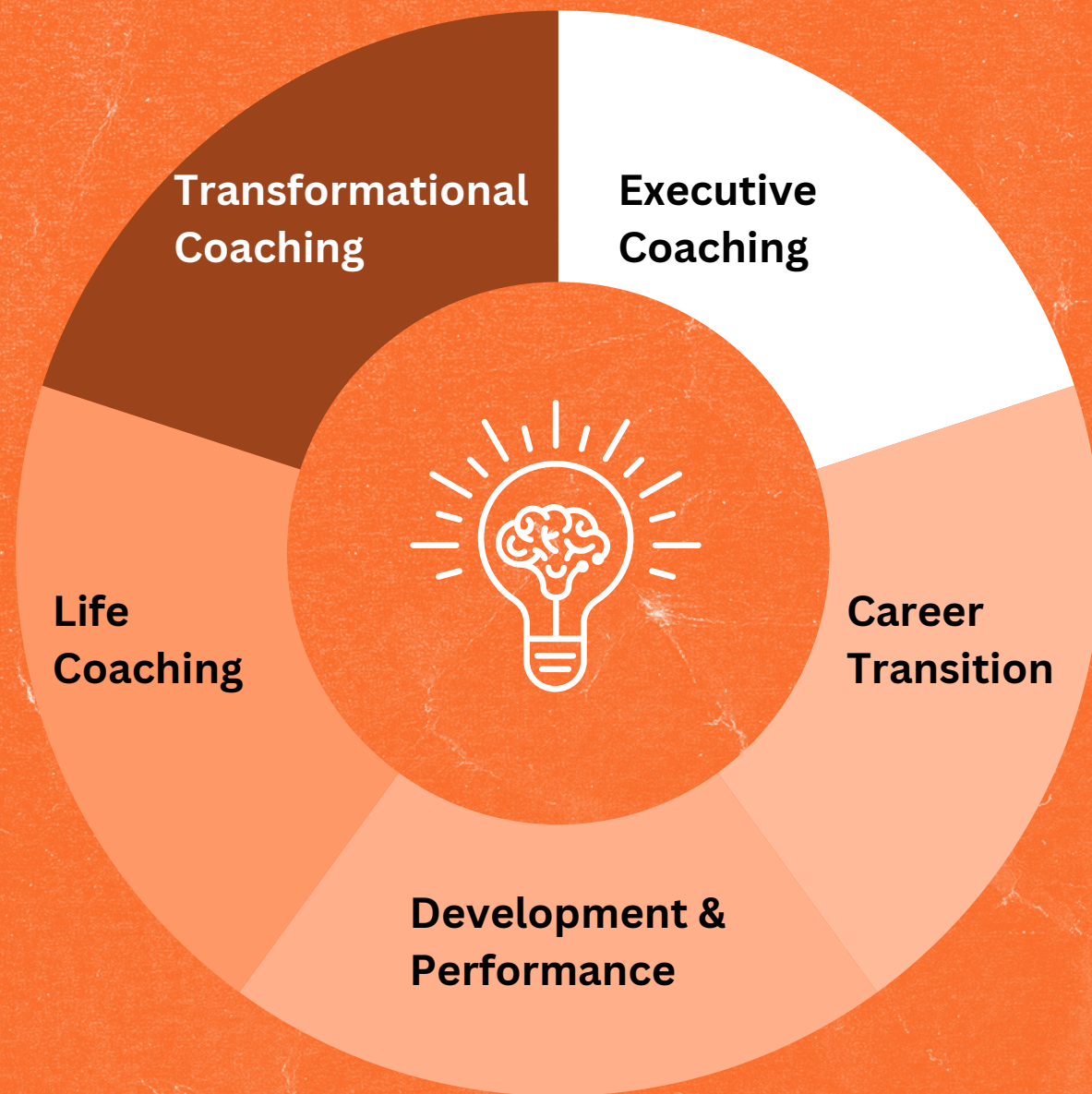


Leadership Facilitation

Organizations often aim to help their employees achieve their development goals through workshops, either in group settings or as teams. We foster an environment for hands-on, experiential learning called "Whole Self Learning". Unlike traditional academic approaches, Whole Self Learning encourages participants to embrace their innate abilities and fully engage in the workshop. This approach enables participants to not just grasp but also embody their learning within the workshop environment.



My Area of Expertise in Coaching



Training alone improves leadership by 22%. When combined with coaching it jumps to 77%

– in a study by fortune

What is Coaching?

The International Coach Federation defines coaching as partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential, which is particularly important in today's uncertain and complex environment. Coaches honor the client as the expert in his or her life and work and believe every client is creative, resourceful, and whole. Standing on this foundation, the coach's responsibility is to:

- Discover, clarify, and align with what the client wants to achieve
- Encourage client self-discovery
- Elicit client-generated solutions and strategies
- Hold the client responsible and accountable

This process helps clients dramatically improve their outlook on work and life, while improving their leadership skills and unlocking their potential.

Who is Coaching for?

- CXOs, CXO-1 & Business Owners
- Business Heads & Mid-Management
- Coaches



Leadership Facilitation



I can partner with you in the following areas:

Coach Mindset

- Effective Delegation
- Leaders as Coaches
- Mentoring Skills for Executives
- Effective Feedback

Collaboration

- Unconscious Bias
- Diversity and Inclusion
- Team Building
- Improving Engagement

Presentation Skills

- Unconscious Bias
- Diversity and Inclusion
- Team Building
- Improving Engagement

People Management

- First Time Managers
- Inspirational Leader
- Effective Manager

Influencing Skills

- Difficult Conversations
- Conflict Management
- Storytelling to Influence

Service Orientation

- Stakeholder Management
- Customer Delight
- Change Management

Self Awareness

- Emotional Intelligence
- Personal Branding

Corporate Acting

- Role play
- Real play
- Corporate actor

What differentiates me:

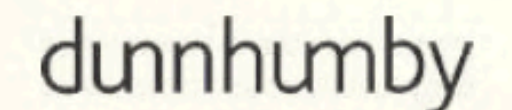
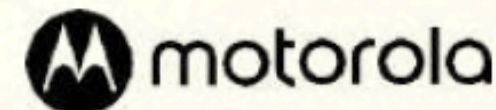
- **Customized Approach:** Tailored solutions for your unique challenges
- **Proven Success:** Track record of elevating leadership capabilities & organizational performance
- **Extensive Experience:** Worked with top executives and management teams
- **Versatile Approach:** Experiential and Immersive Learning



CLIENTELE



OVER 11,000 HOURS OF FACILITATION AND 725+ HOURS AS A COACH IN VARIOUS INDUSTRIES SUCH AS CONSULTANTS, AUTOMOTIVE, HOSPITALITY, BANKING, FOOD AND BEVERAGES, NGO, INSURANCE, ASSET MANAGEMENT, EDUCATION, SERVICES, IT, OIL AND GAS.





ABOUT ME

Experienced coach and facilitator with a corporate background. I help leaders and teams from around the world to unlock their potential.



PROFESSIONAL SUMMARY

I have over 26 years of work experience and currently show up in the role of Behavioural Consultant, Coach and Leadership Facilitator to Fortune 500 firms. My passion is to work specifically in areas of Individual Leadership and Organizational Development with expertise in Improving Personal Impact, Executive Presence, Managing Team Dynamics, Emotional Intelligence, and Executive Coaching. My clients are individuals who are looking to find a 'Trusted Listener'. As a Coach and Leadership Facilitator, the value I bring to my clients is by focusing on their personal and professional goals and improving relationships at work to further their organizational goals.

I started my career with The Oberoi Hotels, India, which gave me immense exposure to Customer Service Management and built a 'Customer Service' mindset. I've led people in Customer Service, Operations, Training, Quality and Business Process Outsourcing with companies like AVIVA Life Insurance, TATA AIG General Insurance, Max Life Insurance and Genpact. The 13 years I spent in the corporate sector provided me with a strong foundation in understanding and navigating leaders and businesses through their obstacles and daily challenges.

BELIEF

My mantra is "Think Better, Feel Good, Do More, Be You" which essentially emphasizes my belief in "Whole-self learning" by integrating and engaging the mental, physical and emotional parts of clients to learn and grow. Given my theatre background, I use techniques that actors use to rehearse plays - practicing by using all these areas of oneself.

STRENGTHS

- Deep listening
- Empathy
- Growth Mindset
- Creativity
- Compassion
- Thriving in Ambiguity
- Spontaneity
- Adaptable
- Open Minded

Coaching Certifications and Memberships:

- Columbia Coaching Certification Programme, Teachers College - Columbia University, New York
- EMCC Accredited Coach/Mentor at Senior Practitioner level
- CP Psychodrama Director and Master Coach, Vedadrama Pvt Ltd
- Diploma certification in Transactional Analysis, SAATA
- Advanced Gestalt Therapy Techniques, MAOF
- Neuro-Linguistic Programming, School of Excellence
- EMCC Program Ambassador - Hong Kong
- Board Member, Secretary - HKICC
- Member – SAATA
- Academic Advisor – Vedadrama Pvt Limited

Other Professional Certifications and Education:

- MBA in International Marketing - Symbiosis CDL, India
- BA in Political Science- Punjab University, India
- Hotel Management- IHM Mumbai, India
- Certified Actor, Barry John; Acting Studio and The Jeff Goldberg Studio
- Writing for Drama - University of Oxford
- Leadership Circle Profile Assessor



Psychotherapy Healing Space

Client Experience

Although I had signed up for executive coaching, I felt comfortable enough to discuss everything about my personal and professional life openly with Vipul. He focussed on my problems instead of forcing me with his own agenda. Two significant lessons I imbibed at the end of my coaching journey are the importance of articulating my thoughts positively and keeping calm in difficult situations while raising my concerns.

Rajeev Jha, Delivery Head

There are many incredible things that Vipul brought into each session but here are some that really stood out for me. Firstly, he made it clear that if any change was going to happen, it had to be done by me. Meaning: the coaching would yield results only if I acted on it. Secondly, he brought immense compassion and absolutely no judgement in every coaching session. This allowed me to be open and share things with him that held the potential to help me. Thirdly, I experienced Vipul consistently putting aside his views on things and prioritize my goals and objectives. While he brings immense wisdom to the table, he's clear about not being prescriptive in his approach. I would highly recommend Vipul to anyone looking to take their career, personal and/or professional lives to the next level.

Mohsin Memon, Director of Learning Games - Gamitar

It was delightful to get coached by Vipul. I got coached during a challenging time in my life. I experienced a lot of space to express and explore during the sessions and yet he navigated the conversation to help me find a solution to the issue. He has a knack for easing into a stressful situation and helps see the whole situation from a different lens so that it gets easy to deal with. He helped in recognizing my strengths and encouraged me generously. The ease in his voice and compassionate heart reassured me that I was in safe hands. I felt heard and understood. I highly recommend Vipul to anyone who is looking for an accomplished coach.

Rakhee Sharma, Mindful Leadership and Executive Coach

There were a number of aha moments. Being given the tools to analyze and recognize my saboteurs was a key moment. Roleplaying key conversations and seeing the instant benefit of having viewed the situation through someone else's eyes was truly impactful and made such a difference to how I approached those conversations and others since. Being reminded of the need to flex a number of leadership styles – and not just focus on wanting to be a certain 'type' of leader, was a wake-up call and Vipul gave me the language and confidence I needed to reestablish the boundaries with one relationship and re-establish my authority with another.

Jo Hayes, CEO - Habitat for Humanity Hong Kong



connect With Me



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