



Shohrat Shankar

Empowerment Coach & Facilitator

A Certified EQ-I 2.0/EQ360 Leadership Coach and Assessor, along with an NLP (Neuro Linguistic Programming) Practitioner from NFNLP, USA, Shohrat Shankar, has risen to great heights as a Trainer, with his creativity and lateral thinking that meshes knowledge with experiential learning in his workshops.

His passion for new age Training Techniques is what made him start **Search 4 Excellence Consulting Services**, where he holds the position of Master Trainer & Director. To further his vision of the organization, he has added to his portfolio a **Certification on Battery 9 Scientific Psychometric Tools Assessor** to Measure Attitude and Personality from Oscar Murphy International/ The Assessment World

A Masters in Computer Management and a Certified Trainer by 'Dale Carnegie Training', Shohrat started his career as a Software Programmer with Global Software Service and CIT Software solutions, only to recognize his love for communicating and interacting with people. He then moved into the BPO industry with WNS Global Services, where he realized his passion for Training and became an Associate Process Trainer.

Enriched with 20 years of total experience and 15 years of Professional Training experience, he has developed and conducted workshops on parameters like **Achieving Excellence & Success, Passion at Work, Managing Poor Performance, Interpersonal Skills, Emotional Intelligence, Selling Skills, Presentation Skills, Leadership Skills, Influencing Skills, Assertive Skills, Language Enhancement, Accent Neutralization, Cross Cultural Sensitivity, Customer Centricity, Business Etiquette & Communication, Telephone Etiquette, Time & Stress Management, Team Building, Coaching & Mentoring, Personal & Managerial Effectiveness, Negotiation Skills, Problem Solving & Decision making, Change Management, Fish Philosophy, Attitude & Motivation and Confidence Building.**

Shohrat is now a **Certified SGL Trainer (Sandvik Global Leadership Program)**, thus taking his expertise to the next level. His acclaim as a Trainer, has resulted in loyalties being created with large number of reputed organizations like ICICI Bank, Sandvik Asia Ltd, Bajaj Auto, John Deere India Pvt Ltd, Konecranes, Volvo Eicher, Bosch India, Honeywell Automation, Wipro Tech & BPO, CEAT India, Thermax India, Force Motors, AMDOCS, IFBI- Institute of Banking Finance & Insurance, Suzlon Energy, Geometric Software, Atos Origin, Upside Learning Solutions, Fiserv India Pvt Ltd, PCS Technology, BMC Software, Forbes Marshall, Alfa Laval, Emptoris Technologies, Credit Suisse, IBPS- Institute of Banking and Personnel Selection, SIDBI, Tech Mahindra Ltd., Persistent Systems Ltd., Brainvisa, Cybage, EXL, Mphasis, AXA, Zenta BPO, GTL Ltd, Druva, Upside Learning Solutions and IBM India Pvt. Ltd

Shohrat stands as an example of 'Practicing what one Preaches', by implementing philosophies taught, within his organization and empowering his employees and consultants to go the distance. Thus his workshops are filled with credence, passion and power, causing participants to truly aspire for Excellence.



Total Work Experience 20 yrs

Training Experience 15 yrs

Certifications

- **Certified assessor and coach for EQ-I 2.0/EQ360 (Emotional Intelligence)**



EQ-i 2.0
assess. predict. perform.



EQ 360
assess. predict. perform.

- **Certified Psychometric Assessor and coach- Oscar Murphy International (The Assessment World)**



**A Personality
Profiling Inventory
– Carl Jung Theory
FITS**



**Behavioural Competency
Mapping for Performance
PPC-20**



**A Profile That
Indicates Individual
Motivational Preferences
4 Cs**



**Capture Individual's
Behaviours Under
Diverse Situations
BPA**



**A Communication
Pattern Analysis
System –
Dr. Eric Berne
CPA**

- **NLP practitioners' certification from NFNLP, USA.**



- **Certified SGL Trainer (Sandvik Global Leadership)**
- **Certified Trainer for LADEGAARD A/S and Blended Learning- Selling Skills**
- **Train The Trainer- 'Dale Carnegie Training'**
- **Train the Trainer- Certified Trainer for ICICI**
- **Software Engineering- SSI**
- **Certified trainer** for MBT, Wipro Bpo, Wipro-Tech, EXL, GTL and Mphasis

Current Areas of Training & Coaching

- Vision & Strategy Workshops
- Leadership Development
- Awaken the Tiger within
- Customer Centricity
- Interpersonal Skills
- Negotiation & Influencing Skills
- Emotional Intelligence
- Passion at Work
- Managing People's Performance
- Passionate Salesman
- The Persuasive Presenter
- Manager Development
- Confidence Building



- Assertive Skills
- Time & Stress Management
- Team Building
- Coaching & Mentoring
- Change Management
- Business Communication
- Fish Philosophy
- Attitude & Motivation
- Achieving Excellence & Success
- Outbound Adventure Trainings

Clients trained & coached

- Sandvik Asia Ltd
- Konecranes
- Bajaj Auto
- Volvo Eicher Ltd
- APM terminals (Maersk Group)
- CEAT India
- Dreamplast Pvt Ltd
- Serum Institute
- Bajaj Finserv
- ICICI Bank Ltd
- IBM India Pvt. Ltd
- Jabal al Wadi (UAE)
- DrillTech International (UAE)
- Elitser Technologies (UAE)
- Lupin Ltd
- Druva
- Emerson
- AMDOCS
- Buzil Rossari
- John Deere India Pvt Ltd
- Syngenta India Ltd
- Regal Belloit
- TAL Manufacturing
- Greaves Cotton
- Bosch India
- Honeywell Automation India Ltd
- Triple Point Technology
- Kotak Bank
- Thermax India
- Geometric Software
- Sciformix
- Media Ocean
- EInfochips
- Force Motors



- Wipro Tech & BPO
- Sears Holding
- STAR TV
- ECOLABS
- Alfa Laval
- Mahle Behr
- Adani Gas
- Emptoris
- Upside Learning Solutions
- Fiserv India Pvt Ltd
- Credit Suisse
- Mitsubishi Electric
- Suzlon Energy
- Atos Origin
- Opus Consulting Solutions
- PCS Technology
- BMC Software
- Forbes Marshall
- Tech Mahindra Ltd.
- Persistent Systems Ltd.
- Brainvisa
- Cybage
- Samson Controls
- Panama Wind Energy
- IBPS- Institute of Banking and Personnel Selection
- IFBI- Institute of Banking, Finance & Insurance
- SIDBI
- EXL, Mphasis, AXA, Zenta BPO, GTL Ltd, etc
- Management Institutes

Previous work Experience

- Voices Corporate Training: **Corporate Trainer**
- Lawkim Godrej: **Corporate Trainer**
- WNS Global Services: **Associate to team coach and process trainer**
- Global Software services : **Software Programmer**
- CIT Software Solutions: **Software Programmer**
- Hotline Paging Services: **CSR**

Academic Qualification

- Master in Computer Management
- Bachelor of Commerce



Technical knowledge

- Software Engineering Diploma covering Java, VB, Oracle, Access, HTML and Scripting Languages.

Personal Traits

- Extremely professional & ensures effectiveness in all that he does
- Easy going and friendly
- Is Energetic, enthusiastic and passionate about training
- Good Listener and Coach
- Strong ability to connect with audience and create an engaging program
- Ability to handle and make all levels of audience engaged and comfortable
- Strong competence in being able to connect the dots and make sense of mixed information