



ARUN RAO

Overview

- Enthusiastic and Passionate individual – ENFP!
- Conceptual and Social through the Emergenetics lens
- Experience of running varied workshops for senior teams
- Experience of handling P&L responsibility of a very large business in an MNC
- Co-founder of FocusU
- Some grey hair

Areas of Expertise

- General Management
- Organization Development
- Sales & Marketing
- Facilitation

Key Facilitation Experiences

- Visioning: For the Ex-Com team of a large FMCG MNC to decide team charter and vision for the medium term.
- Assisting a leading consulting organization to decide the charter for their newly formed Innovation council.
- New paradigms in Innovation for the Global Innovation Center of a leading FMCG major
- Design and Delivery of an intervention around Customer centricity for an offshore IT Team
- Delivered Harvard Case Study Based Experiential Leadership program with focus on execution for Global Leadership team of a leading Pharma organization by partnering with the Dabbawallahs of Mumbai
- The Leadership Challenge intervention for multiple teams of various MNCs across the country
- Discovering team purpose. Workshop for the senior leadership team of a fast-growing IT company
- Understanding team members through the lens of psychometric tools like MBTI & Emergenetics.

Keynote speeches delivered

- Asian Paints: On Making Innovation Tangible
- Zavenir Daubert Dealers Meet: What motivates people at work?
- Hewlett Packard India: What brings value in a sale?
- IIT Kanpur: Entrepreneurship and Innovation
- TEDx: Overcoming stage fear

Certification and Education

- American Heart Association (AHA) Certified
- B.E (NIT Durgapur)
- MBA (Marketing), XIM-B
- Psychometric Assessments:

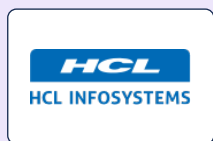
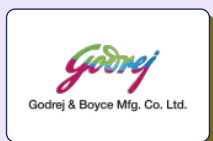


Some recent publications

- [10 ways to inspire your team](#) – Human Capital
- [4 Common leadership mistakes to avoid](#) – Thought Perfect
- [Can a leopard change its spots?](#) – People Matters
- [The power of play](#) – The Hindu, Business Line
- [Leadership Lessons from the Giant Skip](#) – Domain-b.com
- [Experiential Team building needs adoption by Asian companies](#) – Asiabiz Today
- [5 Mantras to create the right workplace experience](#) – Business World
- [Using Legos for problem solving](#) – People Matters
- [IT through the FMCG lens](#) – Dataquest India

Business Experience

Stopped counting beyond 20!



Testimonials



Working with FocusU has been a pleasure. We have realised that there is a 'FocusU' way of working and one ends up experiencing Fun, Professionalism, Learning, Action, Achievement while achieving the outcomes of the workshop. The Facilitators helped us build our strategy for this year using Lego Serious Play which the participants thoroughly enjoyed. We could see that the facilitators had complete command over the facilitation technique and were even able to tailor it to suit our unique requirements. They were flexible, accommodating, understood the problem at hand and offered solutions proactively. On the ground, the workshop experience was exhilarating for all participants where some quoted that the time flew as they worked and had fun, we achieved the outcome and felt motivated. Above all a great team which has a lot to offer. All the best!

Pooja Malhotra
Head HR, British Council Management Services



FocusU organized our first offsite in 2013. That they were the obvious choice for our second offsite in 2014 speaks for the impact they had made with their first. The Facilitators were amazing. Their affable personality and strong communication skills ensure a great connect with the participants thus leading to a universal participation. They have the ability to connect the content and activities to the unique challenges faced by the team thus making the content all the more relevant. Their passion & commitment rubs on the rest of the team too.

It's not about the content or activities. Those can be replicated by others. It's what the FocusU team does with them which makes the experience so special. It's a pleasure partnering with the FocusU team. We wish them all the best.

Tanmay Vats
Vice President & Head
Pepsico Global Value Innovation Center

The FocusU Footprint



Creating impact through learning since 2010



Backed by our unconditional promise: Happy or Free



Original proprietary content based on the latest in behavioral science



Trusted by customers across geographies



About Us

FocusU Engage is one of India's leading names in the field of learning and OD interventions. The inspiration behind FocusU is a quote from Walt Disney: "Laughter is no enemy to learning".

"To enable people & teams be more through meaningful learning."

This is the mission that has driven us over the years and made us a name that L&D stakeholders across more than a 900+ corporates place their faith on to deliver every single time.

We solve two big problems for our clients.

- Learner engagement: When a learning intervention is not customised, learners are not engaged.
- Application of learning: Without learning transfer, investments on training deliver very less ROI.

We believe one size never fits all. Hence for each engagement, we take time to understand the need deeply. We ask a lot of questions and at times push back against what we think are unrealistic expectations from a training program. But eventually this helps our clients and us arrive at a shared understanding on how we can create tangible impact for the business. Only then do we proceed to designing the learning intervention. And we own it end-to-end in terms of content, delivery, communication and program management.

Our learner-centricity is not an empty promise. We have backed it up from our founding days more than a decade and a half ago, with an unconditional promise to our customers that we call, "Happy or Free."

Every year, we conduct around 1000+ learning workshops – that touch the lives of over 40,000 employees. As our tagline says, we hope to inspire each person we touch to #BeMore.



To know more about us, drop in at: www.focusu.com

We are a very friendly bunch, so do feel free to reach out to us through:

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