



Prasad Deshpande, an Engineer by qualification, brings along a solid background of more than 20 years experience in the areas of Business academics, Consultancy and Sales. He has contributed to a wide range of Industrial segments including FMCG, Industrial Consumables, Project Selling, Information Technology and Service sectors at all levels of management & staff personnel.

Prasad's expertise lies in the areas of Leadership Development and Sales & Service Management. Apart from designing and facilitating workshops in each of these areas, he works closely with organisations to develop and implement best-in-class processes. An International Speaker and writer, Prasad regularly speaks at the ASTD and has contributed to various international publications, such as the International Journal of Industrial and Commercial Training.

As Head of the Business Thinking Practice, he works with organisations to apply the principles of Whole Brain Thinking (WBT) across the organisation to coach managers, increase employee and team performance and in building superior customer relationships. WBT is the organizing principle behind the development of Hermann Brain Dominance Instrument® (HBDI®), a widely used and most researched diagnostic tool that measures our preferences in thinking styles and communication. Prasad is a certified practitioner of HBDI®, now being offered in India through Empowered Learning Systems. He has been a faculty member at the Maharashtra Government's Administrative Staff College (YASHADA) at Pune.

Prasad is also a licensed KEPNERandFOURIE Program Leader in Problem Solving, Decision Making and FreeZone Innovation Thinking.

At various points of his distinguished career, Prasad has worked with

- Indian School of Business, Center for Executive Education, Hyderabad as Director - Open Programs, responsible for setting up the highly successful Open Enrollment Programs division.

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- Mercuri International - Europe's largest training and consultancy company as Principal Consultant and Project Leader.
- Tata Management Training Centre (TMTTC) - as a faculty member.
- Sandvik Asia & Phillips - in the Sales & Industrial Engineering divisions.

In his constant endeavor to disseminate knowledge about WBT® and HBDI®, Prasad has presented white papers, written articles and given interviews. [Click here to read them online or for downloading for offline access](#)