

ELICIT™
CONSULTING

SPEAKING ENGAGEMENTS

Dynamic and content-rich workshops that uniquely deliver inspiration and practical application of behavioral neuroscience and management science for organizations, entrepreneurs, and individuals.



NYC
Small Business
Services



MWBE
MINORITY-WOMEN-OWNED
BUSINESS ENTERPRISE



WHY ELICIT?

Our name – “Elicit” – reflects our “inside out” modus operandi: We start from the inside and help extract the best opportunities for success. We apply our core beliefs and methodology consistently, with discipline, and with astute business, financial, and management acumen.

We employ evidence-based neuroscience and management science research with empirical illustrations to deliver executive advisory and strategy consulting.

WHOM WE SERVE

Elicit Consulting has had the privilege to deliver and/or design content in the service of such organizations as:

FINANCIAL SERVICES



GLOBAL & DIVERSE FIRMS



FOOD BEVERAGE & HOSPITALITY



ACADEMIC INSTITUTIONS



STARTUPS



WOMEN'S ADVANCEMENT



METHODOLOGY

1

UNRAVEL

Identify our client's DNA: values, hidden strengths, viewpoints and objectives.

2

RECLAIM

Help our client reclaim the resources already within reach and generate clarity to build a competitive edge.

3

DEVELOP

Harness our client's strengths within a strategic plan that contains attainable, measurable achievement objectives.

4

TRANSFORM

Create conditions that enable our client to propel and sustain positive, transformative change.





OUR CORE BELIEFS



Efficiency stems in expressing and building on strengths.



Astute listening and observing are critical to understanding our clients.



Partnering and empowering trumps delivering and prescribing.



An evidence-based approach informs thoughtful, customized solutions for growth.

THE ELICIT™ FORMULA



NEUROSCIENCE

+



MANAGEMENT
SCIENCE

+



EMPIRICAL ILLUSTRATIONS

=



ELICIT™
INTEGRATED CONSULTING



NALINI SAXENA
CEO AND FOUNDER

Bachelor's degree: Behavioral Neuroscience
Barnard College, **Columbia University**

Master's in Business Administration: Leadership &
Ethics, Strategy & Analysis, Brand Management
Fuqua School of Business, **Duke University**



ABOUT NALINI

Nalini Saxena is a strategist and executive advisor. She helps entrepreneurs, individuals, and organizations break through obstacles and reveal their latent talents, express their strengths, and achieve inspiring successes. Her client list ranges from top tier global financial institutions to Shark Tank contestants. As a robust generalist, Nalini provides guidance and implementation on business strategy, financial strategy, leadership direction, management development, and communication.

She has positioned small businesses to multiply their revenue by overhauling their approach to managing their business and finances. A trusted guide, she expertly identifies the challenges inhibiting her clients and strategically maps out a clear, customized path to overcome these challenges. She has positioned larger organizations to succeed against an increasingly competitive landscape by addressing culture, client relationship management, and operational efficiency. She has developed winning pitch decks that have secured millions of dollars in capital raising for her entrepreneurial clients. She has coached ambitious professionals through career transition and targeted development of both hard and soft skills.

Through Elicit™ Consulting, Nalini and her team of experts employ an evidence-based approach to delivering results. Elicit™ is known for empowering clients to help them stretch to realize their ambitions and developing lasting client relationships in the process.

FEATURED WORKSHOPS

UN-RIG YOUR BRAIN: LET GO OF LIMITING PATTERNS & LEAD YOURSELF TO LIMITLESS POSSIBILITIES

How you relate to and manage your brain affects everything. Take back the power of how you experience and influence the world around you, along with the choices you make in response to stimuli in your personal and professional life.

In this workshop, using research-based methodologies, you'll learn how to:

- Relate to your brain the way an athlete relates to his/her/their body, as a tool that you can train for optimal performance
- Discern between conscious and unconscious thoughts and decision-making, and start to release yourself from the traps and pitfalls of automatic patterns
- Appreciate the assault on the brain when you're confronted with an overload of decision-making, conflict, and other stressors—and to reverse the aging effect these have on your brain
- Exercise neuroplasticity to shape your brain and how to put into place practices to refresh how you approach the world around you

FEATURED WORKSHOPS

OWN YOUR WORTH: ELICIT THE CEO WITHIN


Too often, our worth is eclipsed, limiting our ability to actualize our potential. Learn five strategies to awaken your executive management skills and position yourself to lean into your value and align your choices and your behavior with your worth.

In this workshop, using research-based methodologies, you'll learn how to:

- Get out of your own way and confront Internalized Biases and Imposter Syndrome
- Exercise Emotional Agility
- Drive your mind to thrive
- Hone your status and sculpt your brand communication, including charging your worth
- Be your best self and develop your character & integrity



FEATURED WORKSHOPS

EXECUTIVE PRESENCE:
AN INTRODUCTION TO INFLUENCE

Commanding an audience, creating opportunities and making powerful requests poses a challenge to individuals of all levels of experience and across all functions. Practice tools to project confidence, power and credibility in order to cultivate influence and navigate communication and relationships intentionally.

In this workshop, using research-based methodologies, you'll learn how to:

- Appreciate “influence” as a skill, without judgment or attribution of connotation, and discern it from “power”
- Learn how to approach credibility from through the lens of risk management.
- Understand the components of presence, the cost of not being present, and how to facilitate connecting to it.
- Develop the building blocks of character, substance and style on the way to executive presence.
- Begin to examine your own presence with the lens of constructive criticism.
- Create a discipline of exercising executive presence in all arenas of interaction, and to receive its rewards.
- Lean into the building blocks of practicing executive presence



POPULAR TOPICS

- **Own Your Worth:** Elicit the CEO Within
 - **Executive Presence:** An Introduction to Influence
 - **Un-Rig Your Brain:** Let Go of Limiting Patterns & Lead Yourself to Limitless Possibilities
 - **Thinking By Design:** How to Clarify, Sharpen, and Sculpt How You Think for Success
 - **Navigating Feedback:** Steer Your Way to Constructive Dialogue
 - **Clarifying Unconscious Bias:** An introduction to Self-Awareness, Empathy, and Intentional Action
 - **Disempowering Imposter Syndrome:** Identify What it is and When it Strikes, Distinguish Internalized Biases from Confirmations of Truth, and Strengthen Your Psychological Posture
 - **Power and Politics:** Navigating Relationships in the Workplace
- Speaking Up, Speaking Out
 - Feedback as Marketplace
 - Work as Service
 - Culture Construction
 - Client Relationship Management
 - Communications Coaching
 - Performance Enhancement
 - Managing Up
 - Navigating Negotiation



CONTACT US.

ELICIT[™]
CONSULTING

LOCATIONS

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