

UNDERSTAND YOUR IMPACT BY EXAMINING YOUR EXECUTIVE PRESENCE

The Need:

It is virtually a survival skill for front-line leaders to be able to influence, relate and communicate effectively with their customers and other stakeholders. Moving up the ranks within an organization also requires strong 'presence' in order to inspire and motivate teams and co-workers. Further, organizations are focused on optimizing the impact their leaders have on the organization each and every day. Understanding how to leverage the talent that leaders bring to the organization is the key to profitable growth and employee satisfaction.

The Objective:

Powerful Executive Presence is about creating an 'inside-out' dynamic that strengthens leaders, improves morale, engages clients and employees and fast-tracks organizational initiatives. It's not just about appearing confident and poised, but about developing and maintaining personal balance, alignment and positivity, even when the leader's buttons are being pushed.

Program Duration:

2 days (16 hours). Can be customised to 1 day.

Program Content:

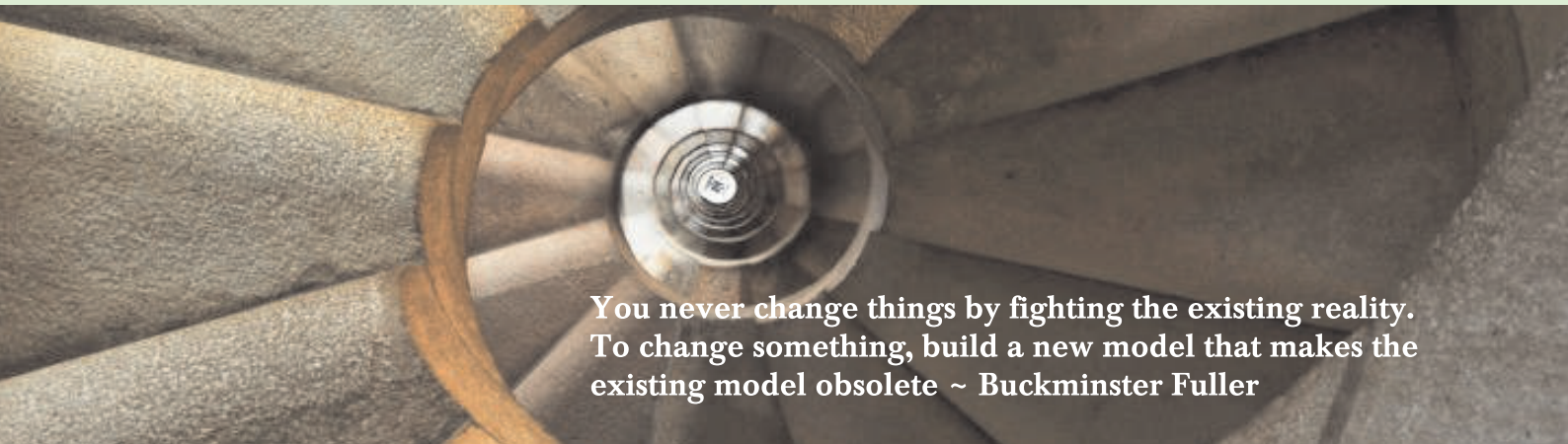
- * Executive Presence: what it is and what it's not.
- * The tangibles and intangibles of Executive Presence.
- * Building and sustaining credibility: communicating with authenticity and clarity.
- * Understanding how first impressions are created.
- * Integrating personal presence into client and/or colleague interactions.
- * Creating connect: forming relationships through self-reflection, listening and empathy.
- * Body language: non-verbal communication.

Program Outcomes (What You Will Gain):

- * Radiate a powerful and vibrant executive presence that inspires and creates buy-in.
- * Create credibility and trust with new and existing customers, stakeholders and colleagues.
- * Know how to appear and feel impressive.
- * Develop the confidence to approach challenges rather than avoid them.
- * Build rapport with anyone, including the C-suite, key clients and stakeholders.
- * Awareness of how emotionally intelligent you are and what to do to create positive impact.
- * Powerful presentation tips and techniques

Who Should Attend:

Senior Managers and Executives who work on the front-line and rely heavily on quality relationships and good communication for success. ★



You never change things by fighting the existing reality.
To change something, build a new model that makes the
existing model obsolete ~ Buckminster Fuller