

# Power of Your Presence

## 3½-DAY IN-HOUSE WORKSHOP

Our signature 3½-day small-group workshop assists individuals and leaders to enhance their executive presence, develop greater interpersonal impact and effectiveness, hone their presentation style, and develop more poise under pressure. Limited group sizes ensure tailored, individual attention. The workshop features extensive practice exercises and one-on-one coaching with facilitators, including private feedback on the video recording of an executive briefing. Participants gain self-awareness of their individual style and ways to enhance their impact and influence. They take away key communication principles to implement immediately, using proven and practical techniques for demonstrating a dynamic leadership style.



**Appropriate For:** Leaders and emerging leaders at all organizational levels for whom enhanced executive presence, communication skills and inspirational leadership are essential.

## Objectives

- Enhance your professional presence, personal impact and influence
- Strengthen your ability to connect and establish rapport
- Develop a more charismatic leadership style
- Learn new approaches for being persuasive with your views and ideas
- Identify your individual strengths, and how to leverage them for continued growth
- Learn to present yourself effectively in diverse business interactions
- Tools to manage conflict through a greater understanding of behavioral styles of others
- How to think on your feet in high pressure situations and respond with poise and clarity

## Course Outline

### **DAY ONE:** *Identifying Your Leadership Style*

- Impact and influence principles at work
- Practical tools for accelerating your leadership development
- Enhancing your dress, voice, and body language
- Clear and concise delivery tips
- Communication principles that enhance your impact

### **DAY TWO:** *Building Your Leadership Presence*

- Expanding your ability to stay poised under pressure
- How to read and respond to the Behavioral Styles of others
- Developing a 'conflict-hearty' attitude and skills
- Private feedback sessions with facilitator

### **DAY THREE:** *Presenting Yourself with Impact*

- Building an inspirational leadership style
- Thinking and speaking effectively on your feet
- Individual videotaped presentations with facilitator and group feedback
- Private feedback/action planning with facilitator

**DAY FOUR:** *Leadership Presence at Work*

- Conversation skills to use in social settings
- Establishing rapport and connection with senior executives
- Advanced persuasion skills
- Seeing yourself as others perceive you
- Translating new skills and learning back to the workplace