focus>u BE MORE!

# Developing Executive Presence

# Developing Executive Presence

It is critical for leaders to have their team's trust and respect. It is easier to earn this when you have an executive presence. This puts you in a position to command their attention and lead in a style that comes naturally to you.

Developing an executive presence helps leaders connect with their team's thoughts, understand their feelings and communicate empathetically to pull them closer. This builds a strong company culture and keeps everyone aligned with the same set of values and goals.

When guided by a trusted leader, people are motivated to work harder, take on challenging projects and achieve more.

Shah Rukh Khan has it. Barack Obama has it. So does Narayana Murthy. But it is not limited to people in the public eye or the famous only. We have seen some doctors who have this and many teachers too.

This elusive "something" that a few people have makes them come across as compelling individuals who attract attention almost effortlessly. They have something that pulls others to them effortlessly. When they enter a room, it is as if the energy level increases. People stop doing what they are doing and focus on them. It's as though a spotlight shines on them. This elusive "some-thing" is variously called as "Presence", "Power Presence" or "Executive Presence".

Commanding attention is only one outcome of having Leadership Presence, not its essence or even its most valuable outcome. Having worked with hundreds of Leaders during our work, we see Leadership Presence as being something much deeper. This workshop will take you into an exploration of finding this elusive "X Factor."

# Objectives

The Developing Executive Presence Program will help you to:

▶ Identify your authentic leadership style
▶ Work on your own leadership presence
▶ Improve your ability to influence and collaborate
▶ Express authentic emotion and conquer your fear of over expression

**focus·u** BE MORE!

# Course Module

**Module 1:** Understanding leadership presence through the PRES model of leadership

**Module 2:** Operationalising empathy and expressiveness

**Module 3:** Applying PRES in daily life