



Develop Executive Presence

Course Description

Develop Executive Presence is a leadership workshop with the aim for participants to identify what leadership looks like to them, practice elements of executive presence, explore four mistakes that can damage executive presence, and develop a strategy for overcoming these obstacles.

Outcomes:

- Act, speak, and show up like an executive
- Articulate a compelling vision and handle objections while presenting a solid business case
- Negotiate and deliver feedback confidently and professionally
- Assess and improve motivational skills

Module 1: Act, Speak, and Show Up Like an Executive

Deconstruct Executive Presence

- Three Components
- Gravitas, Communication, Appearance: Best Practices

Assess Current Skills & Build Executive Presence

- Self-Assessment
- Four Skills in Executive Presence Skillset
- Make a Business Case
- Tough Questions & Obstacles
- Strategic Vision that Sticks

Module 2: Show Executive Presence in Interpersonal Situations

Interpersonal Skills for Executive Presence

- Comfortable Negotiating
- Effective Feedback
- Positive Feedback & SSBIR Tools
- Inspiring & Motivating: Assessment