

Advanced Executive Presence

Day 1

Developing your Storyline

- Building a strong understanding of your ideas
- Discovering the 5 practical principles to help make your ideas stick
- Inspiring others to adopt and act on your ideas
- Utilizing appreciative inquiry to grow unleash your potential
- Exploring how to get people to pay attention to your vision
- Creating collective action from your storyline

Day 2

Identifying Your Executive Presence Potential

- Understanding the importance of how as well as what
- Appreciating the role of body language in communicating warmth and competence to your team, bosses, and clients
- Understanding the power of body language
- Learning to speak softly and carry a big stick
- Unleashing the power of powerless body language
- Walking on stage with gravitas

Day 3

Building Trust with your People

- Understanding the biology and psychology of trust
- Building the foundations for lasting trust
- Who does not trust enough, will not be trusted
- Learning how to judge trustworthiness: Ability, integrity, benevolence
- Exploring cognitive & affective trust
- Techniques to repair trust

Day 4

The Art of Influence

- Developing influence without legitimate power
- Achieving high impact influence with difficult people avoiding the 4 common persuasion mistakes

- Applying cultural intelligence to win hearts and minds
- Psychodynamic influencing techniques
- Igniting team based influencing techniques

Day 5

Developing Charisma

- Understanding why attraction towards charismatic people takes place in a cultural context
- Learning the secrets of charisma from the world's top executives
- Applying the psychology of attraction to achieve charismatic excellence
- Enhancing your self-awareness using the five charisma leadership factors
- Harnessing your hidden charisma
- Maximizing type I leadership: Introverted charisma