KOENIG SOLUTIONS · COURSE OUTLINE

Executive Presence: Body Language, Trust & Charisma

Learn to craft a compelling storyline, project executive body language, build trust, influence others and develop charisma.

5 Days	5	29
DURATION	MODULES	TOPICS

COURSE OVERVIEW

This course covers developing a storyline that inspires others and drives collective action, followed by identifying executive presence potential through the power of body language and gravitas. It then addresses building trust with your people, including judging trustworthiness and repairing broken trust, before moving into the art of influence, covering influence without legitimate power and cultural intelligence. The final module focuses on developing charisma, drawing on the psychology of attraction and the five charisma leadership factors.

WHO THIS COURSE IS FOR

Executives | **Team Leaders** | **Managers** | **Business Leaders** | **Client-Facing Professionals**

LEARNING OBJECTIVES

- Explain the practical principles that make ideas stick
- Inspire others to adopt and act on a storyline
- Describe the role of body language in conveying warmth and competence
- Apply powerless body language and gravitas techniques
- Explain the biology and psychology of trust
- Assess trustworthiness using ability, integrity and benevolence
- Apply influence techniques without relying on legitimate power
- Evaluate charisma using the five charisma leadership factors

COURSE SYLLABUS

5 Modules, 29 Topics

DAY 1

01

Developing Your Storyline

TOPICS

- 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

02

Identifying Your Executive Presence Potential

TOPICS

- 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

03

Building Trust with Your People

TOPICS

- 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

04

The Art of Influence

TOPICS

- 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

05

Developing Charisma

TOPICS

- 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

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

Classroom Training | Live Online Classes (ILO) | Fly-Me-A-Trainer (FMAT) | Flexi (Self-Paced) | 1-on-1 Training

Ready to Get Started?

Talk to a learning advisor about schedules, group training and customised delivery.

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