



## ***Leadership Tips*** ***June, 2019:***

# **How to Create A Powerful Presence: *Executive Presence* *Not Just for Executives***

Contact:  
***The Consulting Team***  
650-965-3663  
m@TheConsultingTeam.com



The Consulting Team, LLC

## **How to Create A Powerful Presence: *Executive Presence Not JUST for Executives***



If you've watched the recent presidential debates, nightly newscasts or attended a roundtable of experts at a conference, you've likely observed male and female professionals with varying degrees of executive presence. Consciously or unconsciously, their perceived presence has created part of your reaction to them: Do you find them Credible? Charismatic? Professional? Trustworthy? Presidential? Put another way, would you vote for them? Would you want to work with them? Would you like to be led by them? Would you invest your money in their startup?

You don't have to be a presidential candidate or an executive to develop your executive presence. It behooves us all, as leaders, managers, supervisors and professionals to cultivate our own executive presence. And when you do so, the world sees you differently.

### **What Is Executive Presence?**

Executive presence is defined as a blending of

temperament, competencies, and skills that, when combined, send a powerful signal to others that you are competent and confident, stable and skilled. Put another way, people with executive presence send signals that they have "the right stuff." The combination of their skills and temperament is greater than the sum of its parts.

People with executive presence generate charisma. Leaders demonstrating executive presence induce others to follow them. Those without executive presence instill doubt in others, or give pause about their likelihood of succeeding or leading.

Executive Presence refers to how you show up; It encompasses how you stand, walk, speak, listen and connect with others. It's also a part of one's emotional intelligence.



Malala Yousafzai

### **Who has Executive Presence?**

Japanese organizational consultant Marie Kondo has it, as does Serena Williams, both on and off the court. And so does 20-year old Malala Yousafzai, the 21-year old Pakistani who advocates for women's education, speaks to heads of state around the world, and is the world's youngest Nobel Prize recipient. Styles abound. The key is not to develop the presence of Oprah Winfrey or Sheryl Sandberg, Roger Federer or Elon Musk. You've got to develop your own brand of executive presence.

When professionals with great executive presence speak the world seems to stand still. You can hear a pin drop. We hang on their every word. That's the personal power they emanate. And it's contagious. Their confidence in themselves gives others confidence to follow them.

### **Executive Presence: Born or Bred?**

While some people seem to be natural born leaders, confident and fearless, everyone can increase their executive presence. Think for a moment about leaders who inspire you.

- How do they show up?
- How do they enter a room? Do they walk with confidence? Describe their gait.
- Do they stand erect? Are their shoulders broad?
- Are they charismatic? Do they exude energy? Do others gravitate toward them?
- Do you feel their presence even before they've spoken?
- Does their attire command respect?
- Do they listen to you with undivided attention?
- Do they speak with authority?
- Are they personable?
- Are they well spoken?
- Are their gestures expansive?
- Do they exude gravitas (the blend of dignity, seriousness, or solemnity of manner)?
- Do they demonstrate a strong sense of self?
- How do they connect with you? Is the connection strong?

### **Where to Begin?**

Executive presence is an inside job. It begins within you. Are you comfortable with yourself? Do you know who you are and what you believe in, what you seek and what you stand for? Can you communicate your vision, ideas and solutions with clarity and confidence?

We've all been in the presence of leaders who mumble or whisper, slouch or make themselves small, avoid direct eye contact and ramble when speaking, suggesting confusion in their own thoughts or beliefs. Such leaders lack executive presence. They fail to inspire confidence in others.

Conversely, leaders who are confident, connect with others and are well spoken are inspirational. Their blend of communication skills, gravitas and emotional intelligence form the basis for strong partnerships and effective team success.

### Next Steps

1. Sharpen your emotional intelligence quotient to be more self-aware and better self-regulate
2. Improve your social skills and practice expressing empathy
3. Commit to becoming a more powerful listener
4. Expand your vocabulary to inspire, motivate and uplift
5. Check your wardrobe. Does it enhance your executive presence?
6. Invest in speech coaching to learn how to improve your stance, gait, vocal variety, eye contact, facial expressions and body gestures
7. Practice, practice, practice



### **COACHING:**

Do you have a leader or employee in need of coaching to

improve their leadership, communication skills (including listening skills), emotional intelligence or customer service?  
*Let us help.*

### **RELATED COACHING SERVICES FROM TCT:**

[Emotional Intelligence: Executive Coaching and Assessment](#)

- [Coaching and Feedback for Increased Performance](#)

[Coaching Employees for Success](#)

[Emotional Intelligence: Executive Coaching and Assessment](#)

-

-

### **ASSESSMENT TOOLS:**

- [DiSC ® Classic Communication Style Assessments](#)

[Emotional Intelligence: Executive Coaching and Assessment](#)

-

-

### **RELATED TRAININGS:**

- [Presentation and Influencing Skills](#)

[Supervision and Management 101](#)

-

[Enhancing Trust by Communicating with Tact and Professionalism](#)

[Credibility: How to Earn It, How to Keep It](#)

[Think On Your Feet: Develop Your Ability to Think, Stand and Speak in Spontaneously](#)



Contact The Consulting Team to learn more about training and consulting assistance

and also one-to-one coaching for leaders and employees.

Call us at 650-965-3663

or email us at

[M@TheConsultingTeam.com](mailto:M@TheConsultingTeam.com)

for more information.

[www.TheConsultingTeam.com](http://www.TheConsultingTeam.com)



Copyright © The Consulting Team, LLC 2018. All Rights Reserved.



The Consulting Team | 945 Mountain View Ave | Mountain View | CA | 94040