

# POWER PRESENCE

You move in high circles.

Whether it's because you've been promoted and therefore attend regular board meetings or meetings with top leaders or are asked to attend occasionally because you have particular expertise, you need to make an appropriate impact. The same goes for building client relationships at board level - you will need to present yourself with gravitas and authority.



This workshop allows you to develop your presentation and communication skills so that you make a favourable impression on other senior executives.

## Target Audience

Directors, Senior Directors at Cognizant or anyone, really, who wants to improve their ability to make effective relationships at the top level and present themselves with authority.

This initiative may be planned as a journey including pre-workshop profile, Pre & post workshop coaching calls and goal tracking OR The workshop part of this journey may be delivered as a stand alone two-day course. In this approach note, we share the contents of the workshop.

### Learn to:

- Use your authentic persuasive style
- Clarify the impact you want to have
- Be alert to what's going on around you
- Impress and establish credibility

### Feel:

- Confident to walk into a room full of senior executives
- Connected to your own integrity
- An equal with those around you

### Be more able to:

- Influence at the highest level
- Build relationships with senior people
- Express your opinions and points of view
- Convey gravitas and natural authority

## **Preparation Work**

Participants are asked to prepare a 3 minute presentation covering the following:

- Think of a situation where they interact at a senior level or with a large audience
- Now think of an idea / change / issue that they would want to present in that situation
- Prepare a 3 minute presentation / speech to deliver

The participant can choose to deliver these presentations as if reporting to a board or a group of senior leaders or as a town hall communication.

## **OUTLINE OF COURSE CONTENTS**

**Number of participants – up to 8.**  
**Duration – 2 days**

(There will be a hidden camera somewhere in the room, which would capture the participants entering the space, how comfortable are they with themselves/each other/with the space, their initial conversations/reactions with people around. This footage will be used later in the day)

### **INTRODUCTION**

- Introduction to the purpose and themes of the workshop

### **PREPARED PRESENTATIONS**

- Each participant delivers their prepared presentations
- They each receive feedback and coaching on their performance.
- They are introduced to PPCC (Psychology, Physiology, Chemistry, Character)
- This is followed by video analysis based on PPCC

### **WHAT'S EXPECTED OF YOU?**

- Define boardroom or executive presence.

The rest of the workshop explores the 4 key elements of Boardroom Presence

- PSYCHOLOGY
- PHYSIOLOGY
- CHEMISTRY
- CHARACTER

## PSYCHOLOGY

### ATTITUDE

- Exploring a framework to ensure a positive attitude to the situation
- Response to opportunities can either be as a 'Victim' or a 'Chooser'
- *Choice* is what creates gravitas
- At this level, it's about the 3 dimensions of choosing (taking, seeking and creating opportunities.)

### ON/OFF

- ON/OFF moments – You never get a second chance to make a first impression!"
- Playback of hidden Video
- 'On' & 'Off' - Audit behaviour from entering the situation (what impression you carry around with you.) Meeting people this morning - we started assessing people and collecting clues from the moment we saw each other.
- Feedback on first impressions

## PHYSIOLOGY

### PHYSICAL READINESS

- Preparing Physiology to make a powerful impact

### EMBODYING EXPERTISE

- Preparing Physiology
- Status work
  - Seeking effectiveness rather than approval.
- Rehearsing the Body Language of Gravitas (Entrances)
- Voice, Posture, Grounding.

### STYLE AUDIT

- Appearance
- Making the silence communicate authority

## CHEMISTRY

### PRESENCE

- Being in the moment - alert to what is around them. Able to really see and hear what's going on.
- *Making* a presence. Bringing energy into the room. Vitality and aliveness.
- Focus of Attention on Others
  - What gets in the way?

- The power of curiosity

## **STORY TELLING TO ENGAGE**

- The power of stories
- Story boarding
- Using props

## **CHARACTER**

### **CHARACTER**

- At this level people are expected to have distinctive individuality that has a special contribution to make. So we explore:
  - Why you?
  - What's your point of view?
  - What's the point of you?
  - Where do you take a stand?
- How did you make yourself the leader you are?
- Personal values and a *Values Story*
- Participants prepare a point-of-view presentation

## **HANDLING TOUGH QUESTIONS**

- Hot seating
- Accept & Build

## **COMMUNICATING AUTHORITY**

How to become a 'magnet' by aligning:

- Values
- Self-expression
- Action

## **PERSONAL ISSUE TROUBLESHOOTING**

- Each person receives support in their particular challenging issues.
- Using theatre simulation to explore issues and find solutions.

## **REPORT TO THE BOARD**

- The workshop ends with a final presentation, in the style of a report to the board covering:
  - Learning Points from the day
  - What changes the person will make
  - Plan of action

*Please Note:*

*As with all of our learning events, this workshop is 'participant-centred'. This means that the content outlined above is subject to amendment in the light of participants' needs.*

## STYLE

As with all Maynard Leigh Associates' development events, this will be a totally interactive learning experience. We believe people learn by doing, so there will be many opportunities to practise communicating at a senior level. We also believe learning should be fun, so the experience is meant to be enjoyable as well as instructive. Most of all, it is intended to be of practical use; thus we will continually relate the learning back to real-life issues in the workplace, and ensure that the skills can be directly applied to the business.

## SUPPORT

This event is supported by our book "The Charisma Effect" by Andrew Leigh

