



Executive Presence: Positioning Yourself for Success

Session Details

Faculty:	Mr. Charles Lewis	Date:	Thursday, June 14, 2018
Location:	Renaissance Woodbridge Hotel 515 Route 1 South, Iselin, NJ 08830	Sign In:	8:30 AM
Phone:	(732) 634-3600	Session:	9:00 AM - 4:00 PM

Session Description

This session focuses providing a concrete definition of executive presence and a nine dimension model for creating a more complete expression of it. Using discussion, video illustration, and small group activities, participants see exactly what others are looking for when evaluating executive presence and the specific things that can be done to project it more effectively. They also see how authenticity, skill, and balance in expressing the nine dimensions provide the foundation for great leadership.

Biography

CHARLES LEWIS is Chief Learning Officer and a Senior Facilitator with Executive Presence Inc. Charles, who joined the firm in 2011, is a seasoned leadership development professional, facilitator, and executive coach, with over 25 years of professional experience. He delivers workshops and coaches leaders in all functional business areas and market segments. Charles' areas of expertise are executive presence, interpersonal communication, and team development. Before joining Executive Presence Inc., Charles spent 20 years with ING, leaving in 2007 as Senior Vice President and Head of Internal Development. His responsibilities included facilitating the development and execution of strategic business planning processes, coaching the national sales leadership team, and leading the internal sales training function. Charles holds a B.S. degree in Education and an M.A. degree in Speech Communication from New Mexico State University.

Guide to Participant Selection

Department	Admin	Distrub	Engr	Finc	H.R.	Legal	Mktng	IT	Or	Plng	Pchsg	R&D	Sales
Senior Executive (Pres. Exec & Sr VP)	3	3	3	3	3	3	3	3	3	3	3	3	3
Executive (VP & Gen'l Mgr)	3	3	3	3	3	3	3	3	3	3	3	3	3
Senior Managers (Div & Reg. Mgrs)	1	1	1	1	1	1	1	1	1	1	1	1	1
Middle Managers & Superintendents	1	1	1	1	1	1	1	1	1	1	1	1	1

Time Allocation - Topics

10% What executive presence is and why its important

- A better way to think about executive presence
- Why and how the opinions of others matter

20% How executive presence is created

- The importance of our nonverbal behavior
- Connecting our emotions, behavioral expression, and others reactions to us

15% Creating executive messages

- How the non-content elements of communication shape the received message
- A method for creating more compelling, influential, and memorable messages

25% How executive presence is recognized

- The things others look at when making decisions about our executive presence
- Creating a vocabulary for talking about executive presence

20% The influence of behavioral style on executive presence

- Behavioral style and authenticity
- Executive presence strengths and challenges of various behavioral styles

10% Creating an executive presence development plan

- Identifying our executive presence strengths and challenges
- Creating behaviorally based development actions

Focus

Primary - Leadership Development

Adaptability, Commitment, Communication, Decisiveness, Empathy, Initiative, Interpersonal Relations, Self-Management

Secondary - Planning/Organizing

Decision Making, Use of Authority, Direction, Guidance, Follow-Up, Results Analysis, Evaluation

Tertiary - Executing/Controlling/Evaluating

Problem Identification, Analysis, Evaluating Alternative Solutions, Developing Specific Plans, Generate and Obtain Plan Support

Level

Introductory Intermediate Advanced

FOR REGISTRATIONS PLEASE CONTACT: **Evangelia Zouras**
Phone: **+1 (201) 414-7380** Email: **newjersey@ims-online.com** Website: **www.ims-online.com**