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EXECUTIVE PRESENCE: CONVEY CONFIDENCE AND COMMAND RESPECT AS A LEADER
with Joel Garfinkle
$425 (US) per person

VIRTUAL SESSION (3-HOUR)

# EXECUTIVE PRESENCE: CONVEY CONFIDENCE AND COMMAND RESPECT AS A LEADER

Executive presence means conveying confidence as a business leader, commanding respect, and having a professional magnetism that influences others. Executive presence trades passivity and self-doubt for self-assurance, decisiveness, and bold decision making. With this program, leaders will gain the tools to develop their executive presence and become the elite performers who influence outcomes, contribute to major decisions, and drive change for the betterment of the company. They will create a consistent view of themselves as a compelling force inside an organization. They will learn how to utilize executive presence to shape and positively affect the outcome of situations.

# JOEL GARFINKLE

Joel Garfinkle is recognized as one of the top 50 executive coaches in the U.S., having worked with many of the worlds leading companies. His clientele comprises a distinguished and diverse international client base, including Oracle, Google, Amazon, Deloitte, Ritz-Carlton, Bank of America, Starbucks, and many others.  He has 18 years of first-hand experience working closely with thousands of executives, senior managers, directors and employees.He is the author of 8 books and over 300 articles on leadership. Along with his 8 books, he has contributed to the book The Art and Practice of Leadership Coaching (John Wiley and Sons) and Leader to Leader the award-winning quarterly journal launched by the Peter F. Drucker Foundation. He is regularly featured in the national media, including ABC News, NPR, the New York Times, Forbes, the Wall Street Journal, and BusinessWeek. He has delivered more than one thousand workshops, speeches, and keynote addresses.Mr. Garfinkles background includes working as a consultant for two of the top consulting firms in the world: Ernst & Young in Hong Kong and Accenture in San Francisco. His background in executive coaching, performance improvement, and change management equips him to help senior executives, vice-presidents, senior managers and directors achieve results quickly and effectively.As an executive coach, Mr. Garfinkle has helped (1) a director develop an executive plan with phased objectives that will generate more than $60 million in new revenue over the next 12 months; (2) the Senior Vice President of a medium-sized company create and execute a six-month plan that resulted in fast tracking to the CEO position; (3) an executive transition from managing a twenty people to becoming the highly respected leader of 150 employees; (4) a regional director generate $800,000 in cost savings and $4 million in increased revenue while decreasing expenses by $1.5 million; and (5) a mid-level manager advance to VP in just four months.

# TOPICS COVERED

## INTRODUCTION TO EXECUTIVE PRESENCE

- WHAT IS EXECUTIVE PRESENCE?
- WHY IS EXECUTIVE PRESENCE IMPORTANT?
- HOW DO OTHERS IN YOUR COMPANY PERCEIVE YOU? DO THEY SEE YOU AS HAVING A LOW OR HIGH DEGREE OF EXECUTIVE PRESENCE?

## 3 WAYS TO BUILD YOUR EXECUTIVE PRESENCE

## (1) RADIATE GRAVITAS: YOU WILL LEARN HOW TO BE POISED, CONFIDENT, IN COMMAND AND CHARISMATIC

- CONFIDENT: YOU STATE YOUR OPINIONS STRONGLY. YOU BELIEVE IN WHAT YOU KNOW AND WHO YOU ARE.
- COMMANDING: OTHERS PERCEIVE YOUR PRESENCE AND POWER
- CHARISMATIC: YOU RADIATE APPEAL, PERSONAL CHARM, AND AN OPTIMISTIC ATTITUDE

## (2) ACT WITH AUTHORITY: YOU WILL LEARN HOW TO BE DECISIVE, BOLD, ACCOUNTABLE AND CONVINCING

- DECISIVE: YOU TAKE CHARGE AND DRIVE TOWARD A SOLUTION
- BOLD: YOU ARE WILLING TO MAKE BOLD DECISIONS, AND TO PUT A STAKE IN THE GROUND AND OWN YOUR POSITION
- INFLUENTIAL: YOU ARE CONVINCING, COMPELLING AND FORCEFUL.

## (3) FULLY EXPRESS YOURSELF: YOU WILL LEARN HOW TO SPEAK UP, BE INSIGHTFUL AND CLEAR WITH YOUR COMMUNICATION.

- SPEAKING (UP): YOU SHARE YOUR THOUGHTS & IDEAS WITH HESITATION.
- INSIGHTFUL: YOU MAKE GREAT RECOMMENDATIONS. YOU ASK EXCELLENT QUESTIONS AND SHARE IDEAS PRECISELY WITH CONVICTION.
- CLEAR: YOU ARE SUCCINCT AND TO THE POINT. YOU MESSAGE IS CLEAR AND CRISP.

## WHERE DOES EXECUTIVE PRESENCE MATTER AT WORK?

- WHAT ARE THE SITUATIONS THAT AN IMPROVED EXECUTIVE PRESENCE WILL BENEFIT?
- WHO IS THE AUDIENCE THAT MOST BENEFITS FROM AN IMPROVED EXECUTIVE PRESENCE?

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
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