



Leadership Presence: Sending All the Right Signals

Session Details

Faculty: Dr. Carol Kinsey Goman Date: Tuesday, December 04, 2018

Location: Pacific Energy Center San Francisco Sign In: 8:30 AM
851 Howard St., San Francisco, CA 94103

Phone: 415-973-2277 Session: 9:00 AM - 4:00 PM

Session Description

Leadership presence, frequently called the "wow factor", is a blending of personal and interpersonal skills that when combined, send all the right signals. Backed by neuroscience and based on research from Harvard, Stanford, UCLA, MIT Media Lab, and Columbia School of Business, this interactive session gives participants tools and strategies they can put into action immediately.

Biography

Carol Kinsey Goman, Ph.D., is an international keynote speaker and leadership presence coach. Carol has been cited as an authority in media such as Industry Week, Investors Business Daily, CNN's Business Unusual, PBS Marketplace, MarketWatch radio, and the NBC Nightly News. She is a leadership blogger for Forbes and the author of twelve business books, including "The Silent Language of Leaders: How Body Language Can Help - or Hurt - How You Lead. " Carol has published over 300 articles in the fields of organizational change, leadership, innovation, communication, collaboration, employee engagement, and body language in the workplace. She can be reached by email: Carol@CarolKinseyGoman.com, phone: 510-526-1727, or through her website: www.CarolKinseyGoman.com.

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)	2	2	2	2	2	2	2	2	2	2	2	2	2
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% Leadership presence: What it is and what it isn't

The five qualities of leadership presence: Composure, Connection, Confidence, Credibility, Charisma.
Why the foundation for leadership presence is Character the personal traits and values that define you.

15% CREDIBILITY

How to create clear, concise, and compelling messages.
Using stories to give meaning to facts.

20% CONFIDENCE

Tips for building confidence from the inside out.
The words and phrases that influence how people judge your confidence.
Body language that makes you look more or less confident.
Tips for reading the body language of your audience.

15% COMPOSURE

Developing poise under pressure
Tips for thinking effectively on your feet.

15% CONNECTION

The #1 critical factor in leadership effectiveness.
Tips for developing and maintaining rapport.

15% CHARISMA

The two charismatic signals we look for in all leaders and what happens when one is missing.
Strengths and challenges for men displaying leadership presence.
Strengths and challenges for women displaying leadership presence.

10% Self-promotion

Getting people to give you the chance to prove you are capable of more.
The secrets of skilled networkers.

Focus

Primary - Leadership Development

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: **Steven Berg**

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