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LEADERSHIP PRESENCE: SENDING ALL THE RIGHT SIGNALS
with Dr. Carol Kinsey Goman
$375 (US) per person

VIRTUAL SESSION (3-HOUR)

LEADERSHIP PRESENCE: SENDING ALL THE RIGHT SIGNALS

Leadership presence is that elusive quality that sets you up for the next promotion and gives your career an extra boost. It's a blending of personal and interpersonal communication skills that when combined, send all the right signals. It's the impact you make when you show up and contribute in meetings. It's knowing how to project confidence and keep your poise under pressure. It's the ability to present your ideas decisively, assertively, and succinctly. It's the way you influence and engage others by being authentic, empathetic and motivational. It's relaxing into your unique brand of charisma. It's using body language signals to help others see you as the talented leader you truly are.

That's what it is. Here is what leadership presence is not:

1. It's not an attribute that is automatically assigned to you because of your merit.
2. It's not necessarily reflective of your true qualities and potential.

Instead, leadership presence is the link between merit/potential and success - and it depends entirely on how other people evaluate you. The key to developing leadership presence is to realize that it is all about impression management. As one successful leader told me: "You need to show up each day the way you want to be perceived - which is simple to say, but difficult to accomplish unless you do your homework and really know yourself."

Backed by neuroscience and based on research from Harvard, Stanford, UCLA, MIT Media Lab, and Columbia School of Business, this acclaimed and engaging session gives you tips, tools and strategies you can put into action immediately to align other people's perception of you with your best authentic self.

DR. CAROL KINSEY GOMAN

Carol Kinsey Goman, Ph.D., helps executives, managers, entrepreneurs, team leaders, and sales professionals build stronger influence and impact skills. She is a sought-after international speaker who has keynoted at hundreds of business meetings, association conferences, government agencies, and universities in 27 countries.

Carol's programs offer strategies and techniques for leading collaborative teams, managing continuous change, projecting leadership presence, and using body language to become a more influential communicator and effective leader.

She is the best selling author of twelve books, including "*The Silent Language of Leaders: How Body Language Can Help or Hurt How You Lead.*" She's a leadership blogger for Forbes, and the creator of LinkedIn Learning's most popular video course for the past three years, "Body Language for Leaders. " Carol has been featured in media such as Industry Week, Investors' Business Daily, CNN's Business Unusual, PBS Marketplace, The Wall Street Journal, the Washington Post's "On Leadership " column, MarketWatch radio, and the NBC Nightly News.

Carol has served as adjunct faculty at John F. Kennedy University in the International MBA program, at the University of California in the Executive Education Department, and for the Chamber of Commerce of the United States at their Institutes for Organization Management.

TOPICS COVERED

THE SIGNALS OF LEADERSHIP PRESENCE

THE FIVE SIGNALS OF LEADERSHIP PRESENCE: CREDIBILITY, CONFIDENCE, COMPOSURE, CONNECTION, CHARISMA.
WHY THE FOUNDATION FOR LEADERSHIP PRESENCE IS CHARACTER - THE PERSONAL TRAITS AND VALUES THAT DEFINE THE AUTHENTIC YOU.
ALIGNING IMPRESSION MANAGEMENT WITH YOUR BEST AUTHENTIC SELF.

CREDIBILITY

SHARPENING YOUR ABILITY TO CREATE CLEAR, CONCISE, AND COMPELLING MESSAGES.

CONFIDENCE

HOW SELF-CONFIDENCE IS STRENGTHENED - OR WEAKENED.
THE WORDS AND PHRASES THAT POWERFULLY INFLUENCE HOW PEOPLE EVALUATE YOUR CONFIDENCE.
BODY LANGUAGE THAT MAKES YOU LOOK LIKE A LEADER.

COMPOSURE

TIPS FOR BUILDING RESILIENCE IN STRESSFUL SITUATIONS.
DEVELOPING POISE UNDER PRESSURE - HOW TO RESPOND TO THE UNEXPECTED.

CONNECTION

THE MOST CRITICAL COMMUNICATION SKILL FOR LEADERSHIP EFFECTIVENESS.
THE FIRST STEP TO INCREASING EMOTIONAL INTELLIGENCE.

CHARISMA

HOW TO SHINE AS YOUR AUTHENTIC, CHARISMATIC SELF.

INCREASING VISIBILITY

STRATEGIC PERSONAL BRANDING.
THE SECRETS OF SKILLED NETWORKERS

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
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