



THE POWER OF PRESENCE FOR WOMEN WHO LEAD
with Dr. Carol Kinsey Goman
\$475 (US) per person

VIRTUAL SESSION (3-HOUR)

THE POWER OF PRESENCE FOR WOMEN WHO LEAD

Leadership presence is a blending of personal and interpersonal skills that send all the right signals. It's how you show up and contribute in meetings. It's projecting confidence and keeping your poise under pressure. It's presenting ideas in ways that increase your credibility. It's deepening relationships through empathy and optimism. It's body language that makes you look like a leader. It's self-promotion without arrogance. It's the ability to bring your authentic best self into every encounter.

Leadership presence sets you up for the next promotion and gives your career that extra boost.

That's what it is. Here is what it's not: It's not an attribute that is automatically assigned to you because of your title, potential, expertise, or business results.

Instead, leadership presence depends entirely on how other people evaluate you -- and women face unique external and internal challenges when it comes to being perceived as leaders. While you don't have total control over people's perception, you have more control than you think.

Backed by research from Harvard, Stanford, UCLA, MIT Media Lab, and Columbia School of Business, this highly interactive and engaging program, offers tips, tools, and strategies for projecting leadership presence that are powerful, effective, and can be put into practice immediately.

Participants need to bring their mobile phones to the session.

DR. CAROL KINSEY GOMAN

As an international keynote speaker, author, and leadership presence coach, Carol Kinsey Goman, Ph.D helps executives, entrepreneurs, team leaders, and salespeople build their impact and influence skills for greater career success. Carol's clients include over 400 organizations in 32 countries. Her programs have been presented for thousands of leaders at a variety of conferences and events including those for Amazon, Google, 3M, Los Alamos Nation Laboratory, Veterans Administration, Retail Executive Summit, The Panama Canal Commission, Kuwait Oil, Stanford University, and The Conference Board

Carol is a leadership contributor for Forbes, the creator of LinkedIn Learning's best-selling video course with over 2 million views, "Body Language for Leaders," and the author of thirteen business books, including the award-winning, "STAND OUT: How to Build Your Leadership Presence." She has been cited as an authority in media such as Industry Week, Investors Business Daily, CNN's Business Unusual, PBS Marketplace, 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. To download her brochure, go to <https://CarolKinseyGoman.com>

TOPICS COVERED

INTRO: BACKGROUND, AND SESSION OVERVIEW

HOW WOMEN ADD VALUE: REVIEWING THE FINANCIAL, COLLABORATIVE, AND CREATIVE BENEFITS YOU BRING TO YOUR ORGANIZATION
THE UNIQUE CHALLENGES WOMEN FACE (BOTH EXTERNALLY AND INTERNALLY) WHEN IT COMES TO PROJECTING LEADERSHIP PRESENCE

IT'S ALL ABOUT YOU

ALIGNING PEOPLE'S IMPRESSION OF YOU WITH YOUR BEST AUTHENTIC SELF
SHORT VIDEO ON YOUR MOBILE PHONE
SETTING YOUR PERSONAL GOALS

THE FIVE SKILLS OF LEADERSHIP PRESENCE

CREDIBILITY: COMMUNICATION TIPS FOR INCREASED IMPACT AND INFLUENCE
CONFIDENCE: WHAT BLOCKS IT, HOW IT'S BUILT, AND HOW IT'S EVALUATED
CONNECTION: THE #1 COMMUNICATION SKILL THAT DRIVES LEADERSHIP PERFORMANCE
COMPOSURE: STRATEGIES FOR KEEPING YOUR POISE UNDER PRESSURE
CHARISMA: THE SECRET TO DISPLAYING YOUR NATURAL MAGNETISM AND CHARM

BODY LANGUAGE FOR WOMEN WHO LEAD

THE LASTING POWER OF A FIRST IMPRESSION - AND HOW TO MAKE THE MOST OF IT
THE TWO SETS OF NONVERBAL SIGNALS THAT PEOPLE LOOK FOR IN LEADERS
HOW TO AVOID THE BIGGEST NONVERBAL TRAPS THAT ROB WOMEN OF LEADERSHIP PRESENCE
MASTERING THE PERFECT BUSINESS HANDSHAKE
READING THE NONVERBAL CUES OF OTHERS TO FIND OUT WHAT PEOPLE REALLY THINK

SELF-PROMOTION WITHOUT LOOKING SELF-SERVING

WHY VISIBILITY IS EVEN MORE IMPORTANT FOR WOMEN
BUILDING AND LEVERAGING YOUR NETWORKS
THE ART OF THE INTRO -- AND OTHER TIPS FOR STRENGTHENING YOUR "ELEVATOR SPEECH"
SHOWCASING YOUR LEADERSHIP PRESENCE WHEN MAKING PRESENTATIONS

WRAP UP

FINAL SHORT VIDEO ON YOUR MOBILE PHONE
REVISITING YOUR GOALS
TAKING THE NEXT STEP TO INCREASE YOUR LEADERSHIP PRESENCE

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
Phone: Email: Website: <https://ims-online.com/leadership-development/>