



The Power of Presence for Women Who Lead

Session Details

Faculty:	Dr. Carol Kinsey Goman	Date: Wednesday, January 29, 2020
Location:	Pacific Energy Center San Francisco 851 Howard St., San Francisco, CA 94103	Sign In: 8:30 AM
Phone:	415-973-2277	Session: 9:00 AM - 4:00 PM

Session Description

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.

Biography

Carol Kinsey Goman, Ph.D., is an international keynote speaker, author, and leadership presence coach. She helps executives, entrepreneurs, politicians, and salespeople enhance their impact and influence skills for greater career success. Carol's clients include over 300 organizations in 27 countries. Her programs for women leaders have been presented at events that include European Women in Technology, Amazon, Women@Google, Expedia's Global Women's Conference, Executive Women's Forum, Stanford University, Women in Agriculture, Canada, Women Influence Community Forum in France, and Women's Leadership Conference, Trinidad.

Carol is a leadership blogger for Forbes, the creator of LinkedIn Learning's most popular video course - with over 2 million views - Body Language for Leaders, and the author of twelve business books, including *The Silent Language of Leaders: How Body Language Can Help - or Hurt - How You Lead*. 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.

Time Allocation - Topics

Participants need to bring their mobile phones to the session.

15% 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

10% **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

● **25% 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

● **25% 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

- **15% 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

- **10% Wrap up**

- Final short video on your mobile phone
- Revisiting your goals
- Taking the next step to increase your leadership presence
- A parting gift

FOR REGISTRATIONS PLEASE CONTACT: **Steven Berg**

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