



EXECUTIVE PRESENCE: HOW TO CONVEY  
CONFIDENCE, CLARITY AND CREDIBILITY  
with Mrs Jodi Glickman  
\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

## EXECUTIVE PRESENCE: HOW TO CONVEY CONFIDENCE, CLARITY AND CREDIBILITY

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Speaking up on a conference call, pitching a prospective client, presenting your analysis to your boss, or simply "showing up" online as your best self - how do you make your presence known in a powerful and compelling way? Learn what executive presence really is (and isn't), why it has nothing to do with your title or role, and how to get more of it. Specifically, you'll walk away with concrete strategies on how to:

- Create meaningful and authentic connections even behind a screen
- Let your body language help, not hinder you
- Slow down and give your words the weight they deserve
- Strengthen your delivery by eliminating crutch words - say goodbye to the ums, likes, ers and you knows...

## MRS JODI GLICKMAN

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Jodi Glickman is author of the critically acclaimed book *Great on the Job, What to Say, How to Say It, The Secrets of Getting Ahead* (St. Martin's Press) and is a writer for the Harvard Business Review. As the CEO and founder of Great on the Job, Jodi and her team have reached hundreds of thousands of the brightest minds across corporate America and academia-counting LinkedIn, JP Morgan, Abbott, and Harvard Business School among her longest standing clients. Jodi has appeared on the TEDx stage (*Why You Should Stop Looking for Work You Love*) and is the passionate about developing leaders-both seasoned executives and next generation talent. Her career advice has been featured in publications including the New York Times, USA Today, Business Week, Fortune, Forbes, WSJ finance, CNN Money, and Huffington Post.

# TOPICS COVERED

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## WHAT IS EXECUTIVE PRESENCE AND WHAT IT IS NOT

CONNECTING WITH YOUR AUDIENCE AT AN AUTHENTIC LEVEL  
PRESENCE DOES NOT DEPEND ON TITLE OR ROLE

## LOOKING GREAT

BODY LANGUAGE  
EYE CONTACT  
PURPOSEFUL GESTURES  
DRESSING THE PART  
DIFFERENCES IN VIRTUAL ENVIRONMENT

## SOUNDING GREAT

MANAGING PACE, TONE AND INFLECTION  
AVOIDING FILLER WORDS AND MINIMIZING LANGUAGE  
POWER OF THE PAUSE

## COMMUNICATION BEST PRACTICES TO CONVEY CONFIDENCE, CLARITY AND CREDIBILITY

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