IMS



LEADERSHIP PRESENCE: SENDING ALL THE RIGHT SIGNALS
with Dr. Carol Kinsey Goman
$395 (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

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

THE SIGNALS OF LEADERSHIP PRESENCE

THE FIVE SIGNALS OF LEADERSHIP PRESENCE: CREDIBILITY, CONFIDENCE, COMPOSURE, CONNECTION, AND CHARISMA.
WHY THE FOUNDATION FOR LEADERSHIP PRESENCE IS CHARACTER AND 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: **Charles Good** - IMS Regional Director - Boston
Phone: **+1 (775) 322-8222** Email: **boston@ims-online.com** Website:
https://ims-online.com/leadership-development/Boston/3