



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.

Developing a strong leadership presence hinges on effective impression management. As one accomplished leader once shared, "You must show up each day in the way you wish to be perceived." While this may seem straightforward, it can be challenging to achieve without thorough self-reflection and understanding.

Supported by neuroscience and informed by research from prestigious institutions like Harvard, Stanford, UCLA, MIT Media Lab, and Columbia Business School, this distinguished and engaging program equips you with actionable tips, tools, and strategies. You'll learn to align others' perceptions of you with your most authentic self, allowing you to make a lasting impact.

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

DELIVER CLEAR, CONCISE, AND COMPELLING MESSAGES THAT RESONATE.

ALIGN YOUR BODY LANGUAGE WITH YOUR WORDS TO ENHANCE TRUST AND AUTHENTICITY.

USE LANGUAGE TO FOSTER COLLABORATION AND WIN SUPPORT.

LET YOUR WORK SPEAK FOR ITSELF BY GIVING CREDIT WHERE IT'S DUE.

CONFIDENCE

STAND TALL AND TAKE UP SPACE TO PROJECT LEADERSHIP AND CONTROL.

ALIGN POSTURE AND GESTURES TO AMPLIFY YOUR PRESENCE AND IMPACT.

PRIME YOUR MINDSET WITH PAST SUCCESSES TO BOOST SELF-ASSURANCE.

USE OPEN AND CLOSED GESTURES STRATEGICALLY TO CONVEY COLLABORATION OR AUTHORITY.

COMPOSURE

STAY CALM UNDER PRESSURE WITH TECHNIQUES LIKE DEEP BREATHING AND LABELING EMOTIONS.

MANAGE STRESS WITH PRACTICAL EXERCISES TO STAY CENTERED AND CLEAR-HEADED.

USE PAUSES TO ENHANCE YOUR COMMUNICATION AND APPEAR THOUGHTFUL.

CONTROL EMOTIONS TO IMPROVE DECISION-MAKING AND INFLUENCE.

CONNECTION

BUILD TRUST WITH WARM SIGNALS LIKE EYE CONTACT AND GENUINE SMILES.

FOSTER COLLABORATION WITH VOCAL WARMTH AND ENCOURAGING GESTURES.

CREATE INCLUSION WITH OPEN BODY LANGUAGE AND MIRRORING.

LISTEN EMPATHETICALLY TO MAKE OTHERS FEEL VALUED AND DEEPEN INFLUENCE.

CHARISMA

COMMAND ATTENTION WITH A BLEND OF CONFIDENCE AND WARMTH. BE AUTHENTIC BY ALIGNING YOUR VALUES WITH YOUR OUTWARD BEHAVIOR.

MAKE YOUR MESSAGE MEMORABLE WITH BREVITY AND IMPACTFUL PAUSES.

USE STRONG OPENINGS AND CLOSINGS TO LEAVE A LASTING IMPRESSION.

INCREASING VISIBILITY

MAKE A STRONG FIRST IMPRESSION WITH OPEN POSTURE AND A GENUINE SMILE.

OWN YOUR SUCCESSES TO ENSURE YOUR CONTRIBUTIONS ARE RECOGNIZED.

OPTIMIZE YOUR VIRTUAL PRESENCE WITH VISIBLE GESTURES AND THOUGHTFUL PAUSES.

USE CONFIDENT BODY LANGUAGE TO PROJECT AUTHORITY AND ADVANCE YOUR CAREER.

FOR REGISTRATION PLEASE CONTACT: **Brendan Dowd** - IMS Regional Director - Kansas-City

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