

LEADERSHIP PRESENCE™

OVERVIEW

This two-day program is for business professionals who wish to develop an inspirational leadership presence. It will enable you to step confidently onto any stage, and hold the room with an unmistakable presence that distinguishes you as a seasoned speaker and strong leader. You'll come away with the ability to represent your organization in a way that is engaging, persuasive and memorable.

You will learn how to engage others through listening techniques, a warm and empathetic tone, and political savvy - skills that are demonstrated so frequently by executives, and that are necessary for anyone who aspires upward in the organization.

The Humphrey Group will lead you through an intensive series of workshops; almost every moment will present you with opportunities to bring out the “executive performer” that lives within you. Explore the active connection between leadership and communication, as you hone your skills in a supportive learning environment.

POWERFUL LEARNING OUTCOMES

In attending Leadership Presence, you will learn to:

- Develop the presence and clear communication style of a true leader.
- Use an authentic presence to inspire others.
- Make an immediate, and lasting, impression with strong entrances and exits.
- Take your speaking skills to the next level, by developing a powerful stance and expressive voice.
- Read the audience through active listening.
- Overcome nerves and fear of public speaking.
- Use improvisational techniques to speak with passion and energy.
- Project a dynamic image that elicits trust and respect.

PERSONALIZED, APPLIED LEARNING

Leadership Presence features:

Small groups: The ratio of participants to instructors is typically capped at 9:1. This is designed to ensure ample personal feedback and coaching throughout the session.

Practical, applied learning: You will identify important upcoming communication opportunities and through exercises, role-plays and presentations you will get to practice the tools they learn. You will be videotaped over the two days and will receive feedback from the coach.

DAY ONE

I. INTRODUCTION

- Introduction to the program's overall goals.

II. THE LEADERSHIP MODEL

- Exploring the connection between leadership and presence.
- Reaching your audience through clarity of thought.

III. THE WORLD IS YOUR STAGE

- Connecting your vision to every communication opportunity.
- "Making an entrance": creating an immediate impression.

IV. CREATING YOUR CHARACTER

- Observing the greats: what makes certain characters compelling and dynamic?
- Identifying the combination of qualities you wish to project as a leader.

V. REACHING YOUR AUDIENCE

- Learning what every audience expects from you and giving them what they need.
- Listening to understand the emotional subtext as well as the explicit message.
- Developing warmth and empathy.
- Growing your political savvy.

VI. SPEAKING WITH PASSION

- Articulating your words in an expressive and engaging way.
- Reflecting the energy and excitement of your ideas.

VII. ACHIEVING THE PRESENCE OF A SEASONED EXECUTIVE

- Developing presence through relaxation and spontaneity.
- Using movement, strong gestures and body language that support the executive image you intend to project.

DAY TWO

VIII. LIGHTS, CAMERA, ACTION

- **WORKSHOP:** Performing scripts in a polished and compelling way.

IX. IMPROV: YOU'RE ALWAYS ON

- **WORKSHOP:** Improvisation defines a way of life for today's business leader. Every moment is an opportunity to act the part with energy and charisma. Participants will role play every day situations in which they must be "on" and deliver a great performance. They will receive instructor feedback.

X. PRESENCE IN INTERACTION

- **WORKSHOP:** How to "read" another person by listening for different emotions, responding in an empathetic, inspiring manner .

XI. CONCLUSION

- Curtain call: leaving a lasting impression.
- Making your exit as a charismatic leader!