

# Superior Executive Appearance

Gaining Leadership Momentum with Behavioural Clarity and Trust

## Introduction

Everyone in your organisation, from the front line employees to the executive team, is looking on you as a leader to deliver outcomes. All stakeholders, both internal and external, anticipate a certain degree of assurance, precision, sincerity, and unambiguous communication. Developing your own distinct executive presence brand and being more purposeful in your communication as a leader can help you achieve this. To inspire this level of confidence, you must not only clearly and calmly express your ideas, but also cultivate a strong sense of trust in your abilities as a leader and decision-maker, in your technical know-how, and in your unwavering commitment to delivering on your promises.

These attributes are demystified in the Advanced Executive Presence training course, which redefines them as learnable and master able abilities. Through the use of video feedback analysis and a highly practical approach that includes constructive role-play exercises, the training course integrates the most recent research and thinking on communication, body language, trust, and the science of influence. It also promises to accelerate your self-awareness and deep understanding.

## The following will be covered in this Course N Carry Advanced Executive Presence Training Course:

- Formulating your Narrative
- Finding Your Possibility for Executive Presence
- Developing Confidence Among Your Staff
- The Craft of Persuasion
- Growing In Charm

## Objectives

**After completing this training programme in advanced executive presence, you will be able to:**

- Motivate your constituents to pursue your goals.
- Encourage group activity by having an executive present.
- Utilise cultural acuity to win people over.
- Use your innate charm

- Lay the groundwork for enduring trust.

## Training Methodology

A range of learning and development strategies are used in this very interactive training programme, such as role acting, voice coaching, video feedback analysis, experiential group exercises, individual presentations, and syndicated conversations. This inspires you to experience the power of executive presence with your own ears, eyes, and senses. The foundational principle of advanced executive presence and high-performance leadership is introduced via brief, informal inputs.

## Organizational impacts

Senior leaders must be able to establish trust with clarity as soon as they enter a room or stand in front of their colleagues in order to succeed in the postmodern workplace. One of the main outcomes of this training course is the creation of executive presence, which will boost your organization's capacity to empower stakeholders and link them without depending on official organisational authority. Your company will specifically do the following:

- Create leaders with the self-assurance to share a compelling vision
- Teach executives to use sophisticated executive presence strategies in all of their interactions with stakeholders.
- Make the most of non-verbal cues and body language.
- Encourage originality and inventiveness within their groups.
- Develop leaders that prioritise results and actions above theories.
- Prioritise long-term emotional customer and organisational needs

## Personal Impact

The training session will cover the fundamental communication instruments required to exercise both influence and presence. You will have a better understanding of the significance of scenario assessment and use of the most culturally relevant tactics on the suitable individuals in the appropriate setting at the appropriate time at the conclusion of the training course.

**This Advanced Executive Presence Training Course will help you in the following ways:**

- Establishing a firm understanding of the proper use of executive presence techniques
- Increasing one's degree of self-assurance
- Developing your ability to communicate nonverbally
- Become more adept at establishing trust and managing difficult teams.
- Creating Networking Opportunities

- Exchanging concepts that will serve as an additional impetus for personal development

## Who should attend?

Executives who work with clients and for companies that want to establish enduring relationships with outside parties.

**A broad spectrum of professions may benefit from our Course N Carry Advanced Executive Presence Training Course, but the following will be very apparent:**

- Chief Executive Officers
- Department Heads
- Project Managers
- Senior Human Resources Specialists

## Course Outline

### Day 1

#### Formulating your Narrative

- Developing a solid comprehension of your concepts
- Finding the five useful guidelines to help your thoughts stay
- Motivating others to accept and implement your ideas
- Developing and realising your potential via appreciative inquiry
- Investigating strategies for drawing attention to your vision
- Using your plot to inspire group action

### Day 2

#### Finding Your Possibility for Executive Presence

- Realising the significance of both what and how
- Realising how important body language is in conveying warmth and skill to your coworkers, superiors, and clientele
- Recognising the Significance of Body Language
- Acquiring the skill of soft-spoken, big-stick carrying
- Using helpless body language to your advantage
- Entering the stage with dignity

### Day 3

#### Establishing Confidence with Your Staff

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- Laying the groundwork for enduring trust
- We won't trust someone if we don't trust them sufficiently.
- Acquiring the skills to evaluate reliability: aptitude, morality, kindness
- Examining emotional and cognitive trust
- Methods for restoring confidence

## Day 4

### The Craft of Persuasion

- Gaining clout without having legal authority
- Reaching a high impact effect with challenging individuals
- Steer clear of these four typical persuasive errors
- Using cultural knowledge to win people over
- Psychodynamic methods of influence
- Innovative strategies for team-based influence

## Day 5

### Growing In Charm

- Recognising the societal environment in which attraction to charismatic individuals occurs
- Discovering the world's most successful CEOs' keys to charm
- Using attraction psychology to develop exceptional charisma
- Making the most of the five charisma leadership elements to increase your self-awareness
- Using your inner charm
- Maximising type I leadership via charismatic introversion