

Intro to EXECUTIVE PRESENCE: Two Hour Program

Personalized Coaching

Coach/Participant Ratio 1:50

10% Content, 90% Coaching

EXECUTIVE SUMMARY

- High energy, real-time, interactive talk gives you a way to recognize and integrate the Core Behaviors of Executive Presence
- In-the-moment demonstration coaching of individuals
- Entire group gets conscious practice exercises
- More than a presentation, this is an experience

FORMAT

Intro to Executive Presence incorporates new features based on feedback from past participants. It includes post-program online access to PKL-produced videos for additional learning, reinforcement, and retention.

OUTCOMES

- Be introduced to the concepts, mechanics, and “mojo” of Executive Presence.
- Get with immediate take-aways to get better results
- Learn the components of command presence with relaxed confidence

AGENDA

- Introduce the Predator / Prey / Partner Model™
- Assessment
- Practice – Business Scenario

Our coaching is relentless! Everyone is engaged, coached individually, and observed.

- Identifying the elements of Executive Presence
- Use of the Predator, Prey, Partner Model™ to model behavioral changes
- Candid feedback from coach

RESULTS: Revealing a True Rock Star

On paper, “Miranda” was a rock star. Her VP wanted to promote her. But he said he couldn’t — because she wasn’t seen as having “It”. He said: *“You need to come across with more authority, show you can handle pressure, and own the room.”* He could describe “It” in general terms, but couldn’t spell out what she needed to do to close the gap in perception. Working harder wasn’t the answer. Miranda already did that.

Two months after coaching, Miranda presented to the Senior Leadership team and 1000 top customers. She knocked it out of the park! The executive team saw that she would be unflappable if challenged, that she could be commanding and bold.

RESULT: Within a month, Miranda was promoted to Senior Marketing Manager.
Based on a true story.



She’s got possibilities...



She’s got “It!”