



## LEADERSHIP PRESENCE: Large Group Coaching Program

### PROGRAM OVERVIEW

What is Leadership Presence? Some call it the “It” factor --- that elusive quality that establishes your credibility, your ability to inspire confidence and trust, and successfully lead others.

This introductory session provides a model and strategies for developing and enhancing Leadership Presence behaviors.

Participants will understand how unconscious, non-verbal signals create the informal pecking order in communications, and how to send positive messages about personal power and presence in the first 30 seconds of every interaction.

### FORMAT

- Large group discussion, demonstration, exercises
- Small group practice with peer coaching
- Personal video feedback
- Follow on online video practice / reinforcement modules

### OUTCOMES

This program will give you specific behaviors to practice to help you:

- Establish credibility in 30 seconds
- Look and sound confident
- Stay cool under pressure
- Communicate ideas more clearly
- Command respect and warmth with authenticity
- Increase potential to move to the next level

### AGENDA

Introduce the Predator / Prey / Partner Model

Fundamental Skills for Visual Presence (standing, video recorded)

LUNCH

Fundamental Skills for Visual Presence (sitting, video recorded)

Fundamental Skills for Virtual (video recorded)

Personalized Action Plan

### A One Day Program for up to 20 People

“... You shared some **great principles** and I had the chance to practice nearly all day yesterday where I volunteered to help out at an all-day conference. I really focused on my stance when standing. *I tried shifting from the predator, prey, and “friendly” stance just to see how people would react to me differently. I even tried downward inflection when asking and answering questions, again to see how things went. It made a HUGE difference...*”

“...This was by far one of the **most impactful trainings** I've participated in...”

“...Excellent Training. **Very useful for my role and for communication and the collaboration** with managers and peers...”

“...At the time, I was having difficulty making inroads with my primary partner stakeholder. **Your training increased my EQ and self-awareness...** As a result of this progress I received a promotion...”

Explore the skills you need to show up at your best — even under pressure.

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