

Enhancing Your Executive & Leadership Presence

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Agenda

Mindsets that Undermine E/LP

Habits that Support E/LP

Techniques for Developing E/LP



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Director of Operations
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SHAWN LAMONT SMITH

COACH CERTIFICATIONS

Life Coaching

Business Coaching

Leadership Coaching

Executive Coaching

Expectations

Personal

Interactive



What is Executive or Leadership Presence

Executive Presence is a combination of internal and external characteristics and attributes that support an executive's success.



Why is E/LP Important?

It plays a role in personal productivity

It can help determine how people see and respond to you

It can positively contribute to your overall personal fulfillment and satisfaction




When is E/LP Effective?

When it is authentic

When it is motivating and
inspirational

When it Aligns with and Drives
Strategy



When is E/LP Ineffective?

When it is scary and off-putting

When it is harsh and critical

When it is inconsistent

Executive/Leadership Presence

Cannot be Acquired Overnight

Must be Intentionally Developed

Cannot be Faked

**What Can Undermine
Executive/Leadership
Presence?**

**“One of The most important
factors in how others see
you...**

...is how you see yourself.”

Not Understanding Your Unique and Authentic Identity

Know Your Identity: Who are you?

Align with Your Values

You are Uniquely Purposed

Finding Your Purpose

Trust Your Gut

Follow Your Heart

Listen to Your Frustrations

Pursue Your Dreams

Negative Internal Dialog

We Live Out our Internal Dialog
or Compensate for It

Recognize Non-Supportive Dialog

Intentionally Rephrase & Reframe

Having Something To Prove

Masked People Pleasing

Externalizes Your Motivation

Skews Your Focus / Spoils Your Sincerity

Trivializes Your Purpose

**What skills can we acquire
to develop executive
presence?**

**A key aspect of
executive/leadership
presence is how we
make people feel.**

“...people will forget what
you said, people will
forget what you did, but
people will never forget
how you made them feel.”

- Maya Angelou

MANAGE YOURSELF

- Helps People Feel they Can Trust You -

Personal Discipline

Emotional Intelligence

Self-Possessed

MANAGE RELATIONSHIPS

- Helps People Feel Seen & Heard -

Give Undivided Attention / Validate

Invite them to Provide Input / Ask their
Opinions

Acknowledge and Value the Contributions of
Others

MANAGE DIFFICULT SITUATIONS

- Helps People Feel Safe -

Set and Hold the Standard

Play the Leader and not the Victim

Solve Problems rather than Place Blame

How Do We Develop
Executive/Leadership
Presence?

Personal SWOT

What are your Strengths

What are your Weaknesses

What are your Opportunities

What are your Threats

Determine & Devote

Determine Who You Want to Be

Determine the Characteristics You Need to
Develop

Plan Your Daily Scenarios and How You Exhibit
those Characteristics

Reflection & Feedback

Spend Time Daily in Reflection

Find a Method of Obtaining Feedback

Track your Progress

Question Your Shortcomings



REVIEW

Find Your Unique Identity/Purpose

Change Negative Internal Dialog

Stop Feeling Like You Have Something to Prove

Manage Yourself Well

Manage Your Relationships Well

Manage Difficult Situations Well

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