Enhancing Your **Executive &** Leadership Presence

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Business, Executive & Leadership Coach



Agenda

Mindsets the Undermine E/LP

Habits that Support E/LP

Techniques for Developing E/LP



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CORPORATE

Director of Operations
Pharmaceutical Sales
Vice-President Operations

NON-PROFIT

Director of Workforce Dev.

Director of Vocational Services

Director of Virginia SMP

MINISTRY

Pastor of Mission & Outreach Christian Counseling Exec. Dir. - Imani Foundation

ENTREPRENEUR

Professional Choreographer Author: 101 Fraud Tips Coaching & Consulting

SHAWN LAMONT SMITH

COACH CERTIFICATIONS

Life Coaching

Business Coaching

Leadership Coaching

Executive Coaching

Expectations

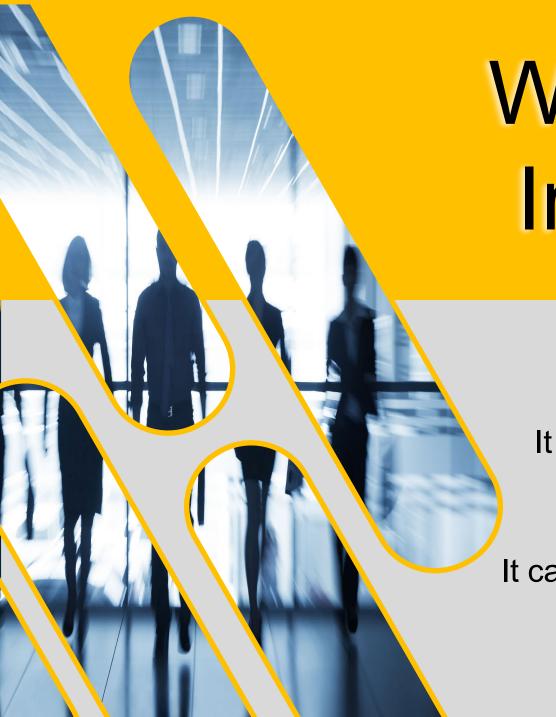
Personal

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."

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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