

## Executive Presence - 2 day programme

<b>Target audience</b>	Executives, senior leaders and people who need to build authentic credibility with the most senior levels in an organisation
<b>Aims</b>	<p>This workshop will help you to gain a greater insight into developing personal presence/gravitas. It is based around the Executive Presence Model (EPM) and we will cover the following areas:</p> <ul style="list-style-type: none"> <li>• You will know why executive presence matters and be aware of the personal and the organisational benefits this can bring</li> <li>• You will have a greater understanding of how to quantify executive presence and be able to use the EPM model to analyse it</li> <li>• You will know which behaviours can destroy or damage your reputation so that you can begin to reduce or eliminate these</li> <li>• You will be aware of how you may react negatively when things do not go your way and how this may damage your reputation</li> <li>• You will develop skills and confidence in the following areas: <ul style="list-style-type: none"> <li>• Building a positive reputation</li> <li>• Personal impact and social/networking skills</li> <li>• Focussing on the things that matter and thinking clearly</li> <li>• Personal belief and resilience</li> </ul> </li> <li>• You will leave with a personal action plan that will build your personal strengths and credibility</li> </ul>
<b>Style</b>	This programme combines presentations, group discussions, peer coaching and practical exercises to create a compelling learning environment
<b>Programme content for day 1</b>	<p>Defining Executive Presence and why it matters  Exploration of the factors that can shape a reputation or destroy credibility  The challenge of accountability and what this means for individuals and teams  Factors that create personal impact  Reflections on personal impact  Building skills and confidence in connecting with others and networking</p>
<b>Programme content for day 2</b>	<p>Bringing clarity to complexity  Being business focused and seeing the whole picture  Reacting to decisions  Behaviours to destroy presence  Self belief and presence  EQ and self discipline  Reviewing the learning and taking stock of personal perceptions around presence/gravitas  Action planning</p>
<b>Materials</b>	Our handouts are impressive and contain many tools and models that will be an invaluable resource in the workplace
<b>Group size</b>	Ideally we keep the group size small so that we can ensure a deep exploration of the topic for the individuals attending. We can take larger numbers but have to adjust the style and timings to suit
<b>Options</b>	We can arrange one-to-one coaching sessions on any part of the model



# The Executive Presence Model



## Our clients include:

European Central Bank  
 Bank Of Ireland  
 J&J  
 Teva  
 Role  
 Ageas  
 Price Waterhouse Coopers  
 IBM  
 Peverel  
 Wyeth  
 Innovise  
 The Post Office  
 Lloyds Banking Group  
 Barclays  
 RIAS  
 NHS  
 Fortis  
 Zurich Financial Services  
 Hampshire County Council  
 Rolls Royce  
 Egmont  
 Cofunds  
 Spectrum Housing  
 Gillette  
 Duracell  
 Save The Children  
 United Biscuits  
 Westinghouse

## Faculty

### Andy Matheson

Andy is a very experienced Executive Coach working with CEO's and Board members in many of our client organisations. He is also has a wealth or experience in senior leader development with an engaging style as a facilitator. He will make the sessions engaging and fun as well as insightful.

### Ann Akers

Ann is in demand as an Executive Coach and has a long list of loyal clients who will point to Ann's transformational skills as a key part of their development. Ann can also look back on a successful board level career in a number of high-profile organisations. Ann brings a wealth of practical skills as well as an authentic grasp of the challenges for senior and executive leaders

### Fees:

Attend an open programme for £850 per person or talk to us about running a workshop in-house for a number of participants

