



Leading with Presence



There are many times when an actor on a stage is so **present**, that they have the ability, in that moment in time, to influence a shift in the thoughts, feelings and even behaviours of their audience. They are not focusing on the future or the past, but are right in the “zone of the here and now”. We say “they have the audience in the palm of their hands”.

They are also “tuned” in to their audience, and rely more on intuition and “gut feeling” rather than rationale or logic to respond. They listen on a deeper level.

This new Session provides a hands-on opportunity for leaders to explore and understand more about their ability to influence others through being developing gravitas and being present.

“We are what we think.” Too often we are so lost in projections based on what has come before or based on “what would happen if “ that we respond in ways which loose sight of where we are “now”. As a result, we miss many opportunities presented to us.

We are very good at listening to the “inner critic” rather than being present and really tuning in and listening to others when it comes to workplace situations such as performance appraisal, coaching and mentoring, negotiation, conflict management, motivating staff, pitching or presenting to key stake-holders.

Areas covered include

- What it means to be “present” when communicating
- Freeing up and severing the inner critic: entering the “zone”
- Empathy - appreciating difference and understanding where others are coming from.
- Rapport. How to build it and maintain it.
- Self expression to influence others
- Creating strong impact through stance and voice
- Listening to persuade and asking the right questions
- Giving and receiving feedback
- Coaching tips

