**About:**

This foundational training deliberately unveils the common mistakes made by executives (particularly multi-cultural and women) and mid-level managers as they rise, get raises, and develop their skill set to be an asset to their companies. The training provides a deeper dive into the integrated process of engaging others through one’s own ability to establish an executive presence of authority and leadership. It taps into unexplored inner beliefs and external behaviors that enhance a leader’s ability to command the business development playing field through gravitas. Through interactive learning activities, leaders will be trained to learn the fundamentals of what is, and how to develop these skills, learn the fundamentals of what is, and how to develop these skills, embrace and leverage their strengths so that when placed in any environment, they will emit a reality of confidence and communication mastery.

**The Story**:

From small business owners to large corporations, the business world has long determined that effective marketing and relentless networking play a vital role in the success of a business. The ability to sell one’s best-self to others through convincing eye-contact and confident conversation is only the tip of the more fundamental tools needed to gain the respect of customers, clients and would-be partnerships.

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Female and multicultural executive leaders in particular are also often a perfect candidate for presence enhancement. Based on research and experience, results suggest that certain presence and awareness resonate more effectively in the business world. For women, this equates to gaining an increased respect in their ability to speak and present with authenticity, impact and respect. In general executive presence for both male and female leaders requires a refined gravitas. Some executives have mastered the art of presenting themselves verbally, yet have not unfolded the mystery of visual and non-verbal confidence.

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Exploring ways to enhance one’s gravitas inevitably broadens the ability to lead, to form alliances and to transform into more than a general set of knowledge that allows you to pitch a good idea or to close a deal. This training allows leaders to step into a new realm of communication and networking. Rising to a new level by building onto the basic foundational blocks of business development is the goal.

Let us help you go beyond the transactional motions of delivering a great speech to clients and customers. delivering a great speech to clients and customers. Learn to transform your delivery into your delivery into influence through your through your authority, confidence and knowledge.

**Each training for managers and leaders will focus on:**

* Understanding your followers and ways to be perceived in a positive light
* How to define your personal brand through presence and communication
* How to communicate the value you bring to your organization as a compelling, impactful and confident leader
* The importance of networking and its benefits
* How to develop and leverage listening leadership skills to build authentic connections,
* How to develop non-verbal and verbal communication, and leadership mindset – getting past the imposter syndrome.

Our Greater Gravitas and Executive Presence Coaching is also available in a variety of customizable options. You can choose to give individual trainings to your employees and your managers.