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How do you become influential?

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What are the qualities that ensure people are drawn to you? And how do you develop these? Personal experience is the raw material for building executive presence. Viewed as "touchy feely," intangible and invisible,

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most leaders separate their personal lives from their professional ones. Executive coach Diana Jones argues that this is unwise. In fact, the "soft side" of leadership - empathy, compassion, and authentic

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communication derived from personal experience - is both powerful and essential to enhancing executive presence, influencing others and achieving results. Through compelling stories and examples from

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Jones's coaching sessions, readers will learn how to make enduring behavioral changes that will produce better business results and create alignment among disparate groups using empathy and leadership

Where To Download Executive Presence The Art Of Commanding Respect Like A language.

Executive Presence: The Art of Commanding Respect Like a CEO
McGraw Hill Professional
Book about Executive Presence.
Draw Them In, Don't Drive Them Away! People often get promoted

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to leadership positions without knowing how to communicate an inspiring strategic vision to the people who report to them. So they focus on what they know: tactics, not strategy. As a result, they become stuck in

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micromanagement mode. Dianna Booher wants to prevent micromanagement before it happens by providing you with the right leadership communication skills. Grounded in extensive research, this book

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offers practical guidelines to help professionals think, coach, converse, speak, write, meet, and negotiate strategically to deliver results. In thirty-six brief chapters, Booher shows you how to communicate effectively

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to audiences up and down the organization so you can fulfill your most essential responsibilities as a leader. Mastering Executive Presence How Personal Experience Shapes Executive Presence

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Communicate Like a Leader
12 Steps to Power Presence
Shakti Leadership
How to Assert Your Authority to
Lead
A Guide to Cultivating Success
and Thriving in the Workplace

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Lions Don't Need to Roar

Find your signature voice People are drawn to and influenced by leaders who communicate authentically, connect easily with people, and have immediate impact. So how do you become one of them? How can you learn to “own the room”? This book will help you develop your

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leadership presence. According to Amy Jen Su and Muriel Maignan Wilkins, leadership presence is the ability to consistently and clearly articulate your value proposition while influencing and connecting with others. They offer a simple and compelling framework, as well as practical advice about how you can

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develop your own personal presence. No matter where you sit in an organization, you can “own the room” if you are able to do two things well: first, demonstrate your authentic value and distinction, and second, connect to others in a positive way. Leaders who are able to be authentic while connecting with and impacting

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others have what the authors call a “signature voice”—a means of self-expression that is uniquely and distinctly their own. Once you discover and express your own signature voice, you’ll be ready to take your leadership presence to the next level. Filled with real-life stories and examples, Own the Room demystifies the

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concept of presence and gives you the tools you need to identify and embrace your unique leadership voice—and have a greater impact on the world around you. Be the kind of leader that other leaders envy by strategically harnessing the extraordinary power of perception. One of today's most in-demand leadership

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consultants, Harrison Monarth, has coached executives and CEOs in various industries, from technology, medicine and law, to hospitality, and consumer products. They have come from companies as large and wide-ranging as Hewlett-Packard, P&G, General Motors, Deloitte Consulting, PepsiCo, and Standard and

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Poor's. Monarth has now updated his classic, groundbreaking guide to give you the edge on the competition in today's dog-eat-dog business landscape. Building an executive presence is about being in control of your emotions when you're under stress. It's about knowing yourself well enough to clearly see the impact and

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influence you have on others. It's about managing your behaviors so you always foster trust and credibility. It's about leaving absolutely no doubt about the value you contribute to others and your organization. And it's about actively monitoring and managing your reputation to achieve important outcomes. Monarth

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CEO takes you step by step through the process of building your personal brand as the kind of leader everyone trusts to do the right thing at the right time—and as the one person people automatically seek out to lead them through the most challenging situations. There's no replacement for basic leadership talent and skills. But

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what makes someone a top-tier leader—those who take their organization from a solid industry player to the unchallenged industry frontrunner—is the ability to harness the power of perception to engage stakeholders at any level and make things happen. Executive Presence delivers everything you need to stand out

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*Commanding Respect Like A
CEO*
*among the competition at every turn in
your career.*

*A new, enlarged edition of the bestselling
leadership guide, with extensive new
material.*

Unlocking the Source for True Leadership
*Too many people, men and women alike,
have bought into a notion of leadership*

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that exclusively emphasizes traditionally “masculine” qualities: hierarchical, militaristic, win-at-all-costs. The result has been corruption, environmental degradation, social breakdown, stress, depression, and a host of other serious problems. Nilima Bhat and Raj Sisodia show us a more balanced way, an

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archetype of leadership that is generative, cooperative, creative, inclusive, and empathetic. While these are traditionally regarded as “feminine” qualities, we all have them. In the Indian yogic tradition they're symbolized by Shakti, the source that powers all life. Through exercises and inspirational examples, Bhat and Sisodia

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show how to access this infinite energy and lead with your whole self. Male or female, leaders who understand and practice Shakti Leadership act from a consciousness of life-giving caring, creativity, and sustainability to achieve self-mastery internally and be of selfless service to the world.

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Who Stands Out and Why

*Executive Presence, Second Edition: The
Art of Commanding Respect Like a CEO
Leadership Presence*

*Executive Presence for the Modern Leader
The Power of Executive Presence for
Women*

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Getting Ahead

Winning Orals, Speeches, and Stand-Up Presentations

Shital Kakkar Mehra, India's leading Executive Presence coach and bestselling author, has trained numerous CEOs

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and star performers over the last two decades. In this book, she has shared her proven POISE formula for success; tools to help you maximize your potential and fast-track your career to the coveted role

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of a CEO. Executive Presence is the mysterious 'it' factor in leadership. How do you present yourself? Are you assertive? Do you inspire confidence? How do you engage with stakeholders? Crack the code on Executive

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Presence with: Physical

Presence: Refine body
language skills. Online

Presence: Build your global
personal brand. Influencer

Presence: Master executive
maturity; learn to 'speak

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up'. Stage Presence: Inspire
Geo

teams with effective public-speaking skills. Engagement Presence: Build strong and diverse networks

You know you've got what it takes to lead. But are you

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going to get a shot at the job you deserve? When it comes to women getting to the top, experience and qualifications simply aren't enough. Without 'executive presence' - a perception that demonstrates

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you're in charge or deserve to be - your career path will eventually be blocked. So if you're aiming for the head of the table, not just any seat, managing your executive presence is the 'It' factor that

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puts you in the running. Being perceived as a leader makes the difference between successfully advancing through the ranks vs. just plateauing. This factor holds true far more for women. In this engaging

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and insightful "bible" for women on the rise, executive coach and corporate communications expert Coni Judge, PhD draws on the latest research and over 20 years working with some of the

Where To Download Executive Presence The Art Of Commanding Respect Like A world's biggest companies. Filled with eye-opening insights, analysis and practical advice, Coni will help you be seen as having what it takes to be a true leader. The most comprehensive Executive

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Presence resource targeted at helping women, you'll learn Coni's breakthrough 'Five Facets' model and how to: - Take command while being likeable and authentic - Build effective relationships that lead

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to being promoted - Look like a leader and avoid common image mistakes many women make - Project competence and inspire confidence through body language and personal energy - Tackle difficult

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conversations with your boss
and subordinates - Manage
corporate social protocols with
ease - Navigate potential
leadership obstacles that only
women face: including
motherhood, mean girl

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syndrome, and relationships A recognized leader in the emerging field of executive presence for women, Coni Judge, PhD, M.S.S., is the founder of Eden Communication Strategies and

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Eden Image Consulting. For more than 20 years, she's worked with companies, entrepreneurs and business leaders globally on change and transformation. Find Coni at www.linkedin.com/in/conijudge

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and download bonus materials at www.coni.london.

A leading executive coach pinpoints three vital traits necessary to advance your career In Getting Ahead, one of the top 50 executive coaches

Where To Download Executive Presence The Art Of Commanding Respect Like A CEO in the United States, Joel Garfinkle reveals his signature model for mastering three skills to take your career to the next level: Perception, Visibility, and Influence. The PVI-model of professional

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CEO advancement will teach you to:

- (1) Actively promote yourself as an asset and valuable person inside the organization,
- (2) Increase your visibility to gain others' recognition and appreciation for your efforts

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and (3) Become a person of influence who makes key decisions inside the organization. Getting Ahead will put you ahead of the competition to become a known, valued, and desired

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commodity at your company.

For more than two decades, Joel Garfinkle has worked closely with thousands of executives, senior managers, directors, and employees at the world's leading companies,

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and has authored 300 articles on leadership Offers detailed guidance on how to increase exposure, boost visibility, enhance perceived value for your organization, and ultimately achieve career

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 advancement Explains how to
 get your name circulating
 among higher levels of
 management so others know
 you, see your results, and
 acknowledge the impact you
 bring to the company

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Reach your professional goals with strategies for building executive presence Whether you want to land a new job, succeed in your current role, secure a promotion, or change career paths, having up-to-

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date leadership skills is
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essential. Executive Presence for the Modern Leader is full of expert guidance and actionable steps for progressing in your career. You'll build the skills necessary to be more

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memorable, credible, and confident in the workplace. A breakdown of executive presence--Learn what executive presence entails, and explore the importance of emotional intelligence,

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communication, and authenticity. An exploration of leadership--Find straightforward explanations of different leadership styles, and take assessments to see which one you identify with so you

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can cultivate the leadership traits you want. Skill-building exercises--Strengthen your executive presence with thought-provoking writing prompts, business etiquette exercises, and more. A

Where To Download Executive Presence The Art Of Commanding Respect Like A modern, inclusive

approach--Read real stories about diverse leaders who embody executive presence at different stages of their careers. Take your leadership skills to the next level and

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thrive at work.

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Leading from Your Best Self:
Develop Executive Poise,
Presence, and Influence to
Maximize Your Potential
Using the Leadership Power of
Personal Presence to Stand

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Out, Fit in and Move Ahead
Own the Room

Authentic Executive Presence
at Any Stage of Your Career
Unlock Your Potential to
Influence and Engage Others
Professional Presence

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And How to Make It Work for
You

Leadership Material

*Proven techniques for
building self-confidence,
making personal
connections, and*

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developing a professional presence that's powerful, authentic, and effective.

Increase your poise, presence, and influence for more dynamic leadership Are you showing

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up as the best version of yourself? Are you aware of how others experience you? By cultivating executive poise and presence, we not only improve how others see us but enhance our

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capacity to lead a life of our choosing. While leadership styles may vary, all great leaders are able to connect with others while staying true to themselves. By

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*remaining true to the best
aspects of your
personality, you too, will
be able to lead
effectively in every
situation. Leading from
Your Best Self delivers a*

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roadmap for developing the poise, presence, and influence needed to succeed at work and in life. As a theater professional, Rob Salafia cultivated a mindset of

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excellence and learned how to truly connect with his audiences by tapping into and developing his own intrinsic gifts as a performer. He realized that these skills could be

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put to great use in the business world where it is just as important to build authentic connections with key stakeholders—in this case, employees, bosses, and customers. Now, he

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shares his insights with you, making this book the next best thing to having your own personal executive coach. Through specific techniques, activities, and personal

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stories, Salafia

illustrates how to tap into your own inner resources and experiences, show up with greater self-confidence, and make the shift to more inclusive

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modes of leading. He shares exercises and narratives from real-life clients who have struggled and succeeded to break past their self-imposed limitations. Leading from

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Your Best Self shows you how to:

- Be present and open*
- Discover your Signature Stance*
- Maintain poise under the most stressful of situations*
- Create a solid*

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foundation of self-confidence and your own genuine leadership style • Develop a System for Learning, a Platform for Failure, and a Mindset of Excellence • Connect

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authentically with others

and build lasting relationships based on trust. Use storytelling and metaphor to make your messages meaningful and memorable. Understand the

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sources of influence and power within organizations • Create a culture of learning within your own team and organization Everyone has the capacity to be

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extraordinary by appreciating and nurturing their best qualities and gifts. This book will help you uncover yours and reach your true potential as a leader and

Where To Download Executive Presence The Art Of Commanding Respect Like A Communicator.

Your idea may be groundbreaking. The potential profits might be exhilarating. The time to act may be right now. But if you're not able to

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Craft and deliver a clear message that doesn't lead the audience to gain your perspective as well, that can be the difference between your pitch being transformational and

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becoming forgettable.

Whether in a meeting or a presentation, a watercooler conversation or a formal speech, a leader's most important job is to clearly and

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effectively communicate.

The Leader's Guide to Speaking with Presence is a concise tool kit containing more than 100 practical tips for creating and communicating

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meaningful messages with presence and authority.

Readers will discover how to:

- Present their ideas clearly and provide context*
- Radiate confidence and put the*

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audience at ease • Refine their delivery • Use stories to inform, involve, and inspire • Leverage the energy of any room • Convey optimism tempered with reality to

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gain buy-in • Turn PowerPoint presentations into performances • And more
When a leader learns to own the room with an authentic and persuasive speech, the audience will

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become putty in his or her hands. This handy little guide helps leaders achieve the kind of genuine presence that evolves into lasting trust and quantifiable

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influence.

In this instant New York Times bestseller, Angela Duckworth shows anyone striving to succeed that the secret to outstanding achievement is not talent,

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but a special blend of passion and persistence she calls “grit.”

“Inspiration for non-geniuses everywhere”

(People). The daughter of a scientist who frequently

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noted her lack of “genius,” Angela Duckworth is now a celebrated researcher and professor. It was her early eye-opening stints in teaching, business

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consulting, and

Ceo neuroscience that led to her hypothesis about what really drives success: not genius, but a unique combination of passion and long-term perseverance. In

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Grit, she takes us into the field to visit cadets struggling through their first days at West Point, teachers working in some of the toughest schools, and young finalists in the

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National Spelling Bee. She
Ceo
also mines fascinating
insights from history and
shows what can be gleaned
from modern experiments in
peak performance. Finally,
she shares what she's

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*learned from interviewing
dozens of high
achievers—from JP Morgan
CEO Jamie Dimon to New
Yorker cartoon editor Bob
Mankoff to Seattle
Seahawks Coach Pete*

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Carroll. "Duckworth's ideas about the cultivation of tenacity have clearly changed some lives for the better" (The New York Times Book Review). Among Grit's most

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valuable insights: any effort you make ultimately counts twice toward your goal; grit can be learned, regardless of IQ or circumstances; when it comes to child-rearing,

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neither a warm embrace nor high standards will work by themselves; how to trigger lifelong interest; the magic of the Hard Thing Rule; and so much more. Winningly personal,

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insightful, and even life-changing, Grit is a book about what goes through your head when you fall down, and how that—not talent or luck—makes all the difference. This is “a

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fascinating tour of the psychological research on success” (The Wall Street Journal).

Are you “leadership material?” More importantly, do others

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perceive you to be? Sylvia
Ann Hewlett, a noted
expert on workplace power
and influence, shows you
how to identify and embody
the Executive Presence
(EP) that you need to

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succeed. You can have the experience and qualifications of a leader, but without executive presence, you won't advance. EP is an amalgam of qualities that

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true leaders exude, a presence that telegraphs you're in charge or deserve to be.

Articulating those qualities isn't easy, however. Based on a

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nationwide survey of college graduates working across a range of sectors and occupations, Sylvia Hewlett and the Center for Talent Innovation discovered that EP is a

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dynamic, cohesive mix of appearance, communication, and gravitas. While these elements are not equal, to have true EP, you must know how to use all of them to your advantage.

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Filled with eye-opening insights, analysis, and practical advice for both men and women, mixed with illustrative examples from executives learning to use the EP, Executive Presence

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Geo
will help you make the
leap from working like an
executive to feeling like
an executive.

*The Power of Passion and
Perseverance*

The Art of Commanding

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Respect Like a CEO :

[Summary].

The Art of (Black)

Stand Out

Develop Executive Poise,

Presence, and Influence to

Maximize Your Potential

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*Build Your Business
Success Through Strategic
Image Management*

*Executive Presence: The
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Like a CEO*

How to Develop Your

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Knowhow and Skill

Proven techniques to win over any audience and make any sale Mastering the Art of Oral Presentations is your expert guide to delivering memorable

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and effective speeches and presentations. Whether selling a product, offering a service, or bidding for a contract, your oral presentation skills can often determine success or failure. This invaluable resource

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delivers real-world advice and proven strategies to elevate your game and close the deal. Comprehensive coverage of preparation procedures, delivery techniques, and presentation strategies provide

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you with the tools and knowledge to motivate and persuade your audience. Emphasizing real-world versatility, this unique book delivers methods equally effective to both individual and

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team presentations. Drawing from decades of experience, authors John Parker Stewart and Don Fulop offer keen insight into the process of winning over an audience. From topics ranging from rhetorical devices and

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visual cues to body language and stage presence, this expert guide will help convey a take-home message that resonates and endures long after your presentation has concluded. A must-have resource for

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government contractors, sales and marketing professionals, and anyone seeking to raise the level of their oral presentation skills, this book will help you:
Develop winning approaches to oral presentations regardless of

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experience or skill level Build the confidence to present your ideas to individuals, teams, and large audiences Incorporate your personal and professional lives into your communication strategies Create and deliver

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messages that will win the hearts and minds of any audience Mastering the Art of Oral Presentations: Winning Orals, Speeches, and Stand-Up Presentations is an indispensable tool for those who

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speak to influence, to promote,
and to sell—aiding you in
making positive and lasting
impressions on potential
customers, team members, and
decision makers.

Image and style consultant

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David A. McKnight offers in this book theories, tips, and details on assessing and improving style and developing one's executive presence. DAMstyle is an iconic multi-dimensional image and lifestyle consulting

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operation in New York City,
serving as a one-stop enterprise
for individual and organizational
image needs.

The woman who made self-
presentation an art shows how
to use professional presence to

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stand out, fit in and move ahead. Covers the empowering pause, posture, gestures, and more.

As a person of color it is important to know the executive jargon & pitfalls to stay

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successful.

The Art of Commanding Respect
Like a CEO.

The P.O.I.S.E Formula for
Leadership

Inspirational Presence

Authentic Gravitas

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Creating Personal Presence

Seeing Yourself as Others Do

How to Command the Room and
Influence Others

The Leader's Guide to Speaking
with Presence

Never Get Ignored Again Do

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you enjoy being loyal,
adding value, and getting
great feedback, only to
watch others get the
promotion you deserve?
Have you ever had the guts
to ask your boss what it

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takes, only to be met with
vague, unhelpful
suggestions? Ever get the
nagging feeling that your
leaders don't really
understand why they are
promoting certain people

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and leaving others

behind? In this book, the Connection Counselor Joe Kwon reveals why you can have all the right stuff, but without Executive Presence (EP), you will

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never be considered leadership material. The good news is, it doesn't have to be that way! This engaging and entertaining guide delivers practical advice, such as: The 6

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Degrees of Executive
Presence and how they
change everything Why
appearance matters less
than you think When "fake
it till you make it" is
helpful and when it isn't A

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blueprint for immediately
improving how people
respond to you If you enjoy
business books that are
easy to read, and packed
with a good mix of stories
and eye-opening insights,

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this is the book for you.

CEO
If you are looking for lots of research, complicated methodologies, or more tired self-help to-do lists, you won't find them here. By the end of

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this book, which is equally applicable to men and women, you will have everything you need to increase your Executive Presence, be seen as a leader, and finally reap

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the rewards you so richly
deserve. Note: Though this
is not a book about
psychology or
spirituality, and none of
the lessons inside require
you to start therapy or

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daily meditation, it is inspired by and owes a debt of gratitude to practices and teachings found in books such as Michael A. Singer's The Untethered Soul, Neale

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Donald Walsch's

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Conversations with God,
Eckhart Tolle's A New
Earth, and Dr. David J.
Lieberman's Never Get
Angry Again.

The book that cracks the

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code on executive

Ceo
presence: what it is, why it matters, and how you can achieve it. You know it when you see it. That rare combination of qualities that makes a

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truly great leader. Until
Ceo
now, executive presence
has been hard to define
and even harder to
develop. But after years
of extensive research,
executive coach and

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bestselling author Suzanne Bates and her team have identified the 15 traits you need to be all the leader you can be. Using the research-based, scientifically-grounded

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Bates Executive Presence

Index—Bates ExPITM—you can assess your ability to influence results and maximize your impact, scientifically and systematically. With this

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proven approach, you can:

- * Develop your presence in and out of the boardroom *
- Engage, inspire, align, and move others to act and succeed *
- Strengthen teams, drive change, and

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lead with incredible confidence * Make a real and lasting impact on your company, your career, and your life Bates' groundbreaking approach to enhancing executive

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presence is not a one-size-fits-all plan. Since every leader is different, the book shows you how to measure your individual qualities using a three-dimensional model of your

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character, substance, and style. You'll discover how perceptions of 15 distinct facets of your leadership style, such as authenticity, integrity, composure, vision, and

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intentionality, are proven
to help you drive results.

. You'll learn how to
leverage your strengths,
improve your weaknesses,
and develop an executive
presence that is uniquely

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your own. Whether you're taking on a new executive position, facing new and exciting challenges, trying to build better and stronger team, or developing new emerging

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leaders within your organization, All the Leader You Can Be has all the guidance you need to achieve extraordinary executive presence.

Get the Key to the

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Boardroom with Powerful
Executive Presence! "This book can be a key aid in helping you make it to the next level! Great coaching for anyone who is even thinking of becoming an

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executive!" Marshall
Goldsmith, New York Times
bestselling author of What
Got You Here Won't Get You
There "On the corporate
battlefield a true
leader's success is based

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upon his or her ability to communicate effectively, persuade others to follow a goal, and execute it. This leads to success for all. When the stakes are high, you're well advised

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to read this book first.”

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Scott A. Gaines, vice president, Hertz Corporation “If you are seriously looking to be perceived in the light you choose, Executive Presence

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is the book that not only answers the question, but shows you how to apply the answers.” Kevin Hogan, author of The Psychology of Persuasion “Harrison Monarth is a first-rate

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thinker who writes as clearly as he thinks. No matter where you are on the career ladder, Executive Presence will put you a step ahead of your competition.” T.

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Scott Gross, author of *Positively Outrageous Service* “Most people know that to move up in your career, you need to have self-awareness and the ability to manage the

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perceptions of those whose
opinions count. . . .

Executive Presence is your
comprehensive guide to
help you become more profi
cient at self-marketing
and the art of ethical

Where To Download Executive Presence The Art Of Commanding Respect Like A Ceo persuasion to achieve your personal and professional goals.” Larina Kase, PsyD, MBA, author of The Confident Leader and coauthor of the New York Times bestseller The

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Confident Speaker About

the Book An expert in
coaching high-level
players in the art of
perception management,
Harrison Monarth reveals
the critical difference

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between CEOs and those of us who wish to be CEOs.

It's not a matter of intelligence, connections, or luck. It can be summed up in two words: executive presence. While most of us

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toil in obscurity and expect great things to follow, those on the path to corporate leadership spend their time perfecting the types of leadership communication

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skills that generate respect and get others to share their vision. They use these skills to establish how they are perceived by others and to manage their reputation

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throughout the organization. In other words, these soon-to-be top players have developed the presence of an executive through careful image management—and they make

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sure they have the goods
to back it up. In

Executive Presence,

Monarth shows how you can

seize control of your own

career using the same

skills. Inside, he

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explains how to:

Accurately “read” people
and predict their behavior
Influence the perceptions
of others Persuade those
of opposing views to your
side Create and maintain a

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personal "brand" Manage
and control your online
reputation Perform damage
control when things go
wrong Monarth's
conclusions aren't based
solely on his keen insight

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and extensive experience; they're the result of the latest scientific research in interpersonal communication and human behavior. Talent and skills are important, but

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they alone won't take you to the top of your organization. People reach highly influential positions because they deeply understand the power of perception and

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know how to leverage it in their favor. The good news is, anyone with the will to succeed can do it.

Executive Presence provides all the techniques you need to

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take your career to the highest level of any organization.

Lead with charisma and confidence. Many leaders consider "executive presence" a make-or-break

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factor in high-powered
Ceo promotions. But what is

this elusive quality, and
how do you develop it?

This book explains how to
build the charisma,
confidence, and

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decisiveness that top leaders project. Whether you're delivering a critical presentation or managing a hectic meeting, you'll be inspired to approach the situation

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with new strength. This
volume includes the work

of: Deborah Tannen Amy J.
C. Cuddy Amy Jen Su This
collection of articles
includes "Deconstructing
Executive Presence," by

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John Beeson; "How New
Managers Can Send the
Right Leadership Signals,"
by Amy Jen Su; "To Sound
Like a Leader, Think About
What You Say, and How and
When You Say It," by

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Rebecca Shambaugh;

"Connect, Then Lead," by
Amy J. C. Cuddy, Matthew
Kohut, and John Neffinger;
"The Power of Talk: Who
Gets Heard and Why," by
Deborah Tannen; and "Too

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Much Charisma Can Make
Leaders Look Less
Effective," by Jasmine
Vergauwe, Bart Wille,
Joeri Hofmans, Robert B.
Kaiser, and Filip De
Fruyt. HOW TO BE HUMAN AT

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WORK. The HBR Emotional
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features smart, essential
reading on the human side
of professional life from
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in the series offers
proven research showing
how our emotions impact
our work lives, practical
advice for managing
difficult people and
situations, and inspiring

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essays on what it means to tend to our emotional well-being at work. Uplifting and practical, these books describe the social skills that are critical for ambitious professionals to

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master.

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Grit

The Art of Executive
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Embracing Feminine and
Masculine Power in
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How to Project Confidence,
Conviction, and Authority

Discover Your Signature

Voice to Master Your

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The Art of Commanding

Respect Like a CEO

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Look, Talk, Think, and Act
Like a Leader

Speak Like a CEO: Secrets
for Commanding Attention
and Getting Results

Inspirational Presence is an
invitation to create a new

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Commanding Respect Like A generation of leaders who are willing to challenge their ways of seeing the world and the people within it. These leaders will be appreciative of the global implications of their thoughts and actions, and

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know how to create profound change in themselves and in others. The methods and models presented in Inspirational Presence tap into models of collaborative change and learning, as well

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Transformation in ways that
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inspire and empower
others. Also, they can explore
the difference between
transformational and
transactional leadership
styles, and see a model that

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simplifies the difference. By understanding how people engage change, leaders can know which of their actions create the most compelling draws into the future and how to present their ideas.

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When you know what to say and how to say it, people listen. Find your powerful voice, and step into leadership. Speak with impact. Every day, you have an opportunity to use your voice

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to have a positive impact -- at work or in your community.

You can inspire and persuade your audience -- or you can distract and put them to sleep.

Presentation styles where leaders are nervous, ramble,

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and robotic can ruin a talk on even the most critical topics.

As your performances become weak, your career projects start to dim. To get ahead and make an impact, you need to deliver well-crafted messages

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with confidence and authenticity. You must sound as capable as you are. Public speaking is a skill, not a talent. With the right guidance, anyone can be a powerful speaker. Written by

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former opera singer turned

CEO and TEDx speaker Allison Shapira, *Speak with Impact* unravels the mysteries of commanding attention in any setting, professional or personal. Whether it's

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speaking up at a meeting, presenting to clients, or talking to large groups, this book's easy-to-use frameworks, examples and exercises will help you:

Engage your audience through

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storytelling and humor Use
breathing techniques to
overcome stage fright
Strengthen and project your
voice by banishing filler
words/uptalk Use effective
body language and build your

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executive presence Compose a clear message and deliver confident, authentic presentations Learn to conquer fear, capture attention, motivate action, and take charge of your career

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with? Speak with Impact.

"Personal presence is difficult to define but easy to recognize. People with presence carry themselves in a way that turns heads. When they talk, people listen. When

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they ask, people answer.

When they lead, people follow.

Personal presence can help you get a date, a mate, a job, or a sale. It can help you lead a meeting, a movement, or an organization. Presence is not

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something you're born with—anyone can learn these skills, habits, and traits. Award-winning speaker and consultant Dianna Booher shows how to master dozens of small and significant things

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that work together to convey presence. She details how body language, manners, and even your surroundings enhance credibility and build rapport. You'll learn to use voice and language to

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demonstrate competence, deliver clear and memorable messages, and master emotions. You'll learn to think strategically, organize ideas coherently, and convey to others genuine interest,

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integrity, respect, and reliability. Take her self-assessment to measure your progress. With Dianna Booher's expert, entertaining advice, you can have the same kind of influence as the most

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successful CEOs, celebrities,
and civic leaders. "

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examples, practical exercises,
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Mastering the Art of Oral
Presentations

Composure

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anchor presents methods for
better communication in any
business environment During
her 20 years in broadcasting,
award-winning news anchor
Suzanne Bates conducted
more than 10,000 interviews,

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during which she witnessed business leaders, politicians, and celebrities at their best and worst. Now a top CEO communication coach, Bates is renowned for her uncanny ability to transform even the

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shyest oratorical mouse into a public-speaking lion. In Speak Like a CEO, Bates: Reveals the secrets for communicating in any situation Describes simple techniques for acing

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speeches, presentations,
media interviews, Q&A
sessions, business meetings,
and more Outlines self-
improvement plans that can
easily be customized to your
needs Shares secrets from

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top leaders, including Mario Cuomo's technique for overcoming stage fright and Colin Powell's secret for projecting authenticity

When some people speak, everyone listens. When they

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need commitment to projects, others jump on board. They just seem to have that indescribable “ presence ” --a subtle magnetic field around them wherever they go that signals authority and

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authenticity and attracts disciples with ease. Wouldn't it be incredible if doors opened as effortlessly for you? How amazing would it be if you could command the room like they do? You don't

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have to wonder; you can make it happen! Everyone, regardless of position or personality, can strengthen their presence. The Power of Presence shows how. The key is to cultivate the

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communication aptitude, mental attitude, and unique leadership style needed to connect with and motivate others. Filled with strategies, exercises, and personal stories from years spent

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communications expert Kristi Hedges explains how to:

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- Rid yourself of limiting behaviors
- Embody the values you are trying to

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convey • Explore how others see you and correct misperceptions •

Communicate in way that inspire • And more Everyone recognizes a commanding presence when they see it,

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and soon they 'll see it in you!

**BRING THE TECHNIQUES
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including General Electric, Mobil Oil, Capital One, and Deloitte. In Leadership Presence, they make their time-tested strategies available to everyone, from

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proven approach will enable
you to develop the skills
necessary to inspire
confidence, command respect,

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build credibility, and motivate others. Halpern and Lubar teach you:

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collaboration and business
development • How to

express yourself dramatically
and motivate others • How
to integrate your personal
values into communication to
inspire others and become a

Where To Download Executive Presence The Art Of Commanding Respect Like A more effective leader

Learning the skills of the true performance experts, readers will understand why Leadership Presence is the key to dynamic and authentic leadership.

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Leadership presence doesn't come with a title or promotion - good leaders develop presence over time.

Leadership presence is how you show up and contribute to meetings, and whether or

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not you can project confidence and poise under pressure - do you have already have a presence? Leadership presence is that elusive "we know it when we see it" quality. You may have

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a leadership title or tremendous leadership potential, but that alone does not give you presence. Being perceived as a leader when interacting with customers, peers or executives is the

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essence of leadership presence. Your leadership presence is evaluated by others based on how you show up and contribute in meetings, how well you project confidence and keep

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poise under pressure and
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whether you can engage others in ways that are authentic, empathetic and motivational. Stand Out walks you through achieving this presence so you get that next

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promotion and give your career that extra boost. Stand Out explains that the goal of leadership presence is to align other people's impression of you with your best authentic self. Body

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language expert and executive coach Carol Kinsey Goman teaches the five essential skills needed: composure, connection, confidence, credibility and charisma. She also explains

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how leadership presence is different for women, how nonverbal communication builds or destroys presence and why self-promotion is essential. This book shows aspiring and experienced

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leaders alike how to more positively influence the impression they make on others.

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Unlock Your Executive Presence

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Connecting Strategically to
Coach, Inspire, and Get
Things Done

The Power of Presence

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The Hidden Factor

***Have a powerful impact—by
being more like yourself rather
than less, through this***

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***groundbreaking approach
taught at the London School of
Economics and companies
worldwide. Organizational
psychologist and executive
coach Rebecca Newton has
found that even her most***

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***successful clients still want
more of one quality: gravitas.
They want their words to carry
weight, to have a positive,
lasting impact on those
around them. Gravitas can
seem like an elusive,***

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***intangible quality, but it isn't
about adopting the style of
another or being someone
you're not. Newton draws on
extensive research and
experience coaching business
leaders to show what***

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***underpins authentic gravitas
and how anyone can develop
it. She presents the
counterintuitive idea that in
order to be valued, we
shouldn't spend all our time
and energy trying to stand out***

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from the crowd; instead, we should focus on the crowd--connecting with others and understanding their needs in order to make a significant difference. Newton debunks the myths of gravitas and

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***gives readers the practical
tools to develop it by: ****

***Minimizing the gaps between
intention, action, and impact ****

***Remaining true to yourself
while adapting to work
successfully with people who***

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have different styles *

***Choosing to be courageous
regardless of how confident
you feel--as you engage in
courageous behaviors,
confidence naturally builds
Authentic gravitas extends***

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*beyond commanding presence
in the room during a key
meeting; it's about the small
things you can do beforehand,
during, and in all the spaces in
between--to be someone who
genuinely adds substantive*

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value in the workplace and beyond.

12 Steps to Power Presence demonstrates ways managers can improve their presence strategically and tactically to develop the trust of their

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***people so that they can
accomplish their goals and the
goals of the organization.***

***There are 12 chapters that will
guide you through the process
of discovering, developing,
and delivering on your***

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leadership presence.

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simple techniques you'll need
to approach your biggest
challenges with confidence.
Have you ever left a nerve-**

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***racking challenge and
immediately wished for a do
over? Maybe after a job
interview, a performance, or a
difficult conversation? The
very moments that require us
to be genuine and***

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***commanding can instead
cause us to feel phony and
powerless. Too often we
approach our lives' biggest
hurdles with dread, execute
them with anxiety, and leave
them with regret. By accessing***

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***our personal power, we can
achieve "presence," the state
in which we stop worrying
about the impression we're
making on others and instead
adjust the impression we've
been making on ourselves. As***

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***Harvard professor Amy
Cuddy's revolutionary book
reveals, we don't need to
embark on a grand spiritual
quest or complete an inner
transformation to harness the
power of presence. Instead,***

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we need to nudge ourselves, moment by moment, by tweaking our body language, behavior, and mind-set in our day-to-day lives. Amy Cuddy has galvanized tens of millions of viewers around the world

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with her TED talk about "power poses." Now she presents the enthralling science underlying these and many other fascinating body-mind effects, and teaches us how to use simple techniques

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*to liberate ourselves from fear
in high-pressure moments,
perform at our best, and
connect with and empower
others to do the same.*

*Brilliantly researched,
impassioned, and accessible,*

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***Presence is filled with stories
of individuals who learned
how to flourish during the
stressful moments that once
terrified them. Every reader
will learn how to approach
their biggest challenges with***

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***confidence instead of dread,
and to leave them with
satisfaction instead of regret.***

***"Presence feels at once
concrete and inspiring, simple
but ambitious — above all,
truly powerful." —New York***

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Times Book Review

***Many of us experience being
overly sensitive and more
reactive than we'd like to be
throughout the day at work,
but why? When we are overly
reliant on external validation***

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and reactive to external pressures--driven by fear of judgment, criticism, and failure--we lose our composure. The good news is, like any important skill, composure is something you

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***can learn and cultivate by
creating strong personal
boundaries, building
confidence, developing self-
awareness, and aligning
yourself and your values. This
is what is explored profoundly***

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*Commanding Respect Like A
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***in this book. Drawing on more
than twenty years of
experience as corporate
executives, executive
coaches, and their expertise in
neurolinguistics and trauma
and PTSD therapy, Kate***

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**Purmal and her colleagues Lee
Epting and Joshua Isaac
Smith deliver a unique
approach to navigating work
environments that don't feel
psychologically safe. Using
proven techniques,**

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***Composure shows how you
can compose yourself to
elevate your presence at work,
at home, and, ultimately,
within yourself.***

***Speak with Impact
Presence***

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*Commanding Respect Like A
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***Bringing Your Boldest Self to
Your Biggest Challenges
How to Get It***

***The Missing Link Between
Merit and Success***

***Leadership Presence (HBR
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***Three Steps to Take Your
Career to the Next Level***