

HAVE YOU GOT EXECUTIVE PRESENCE?

Here are **3** major factors that contribute to your executive presence and gravitas...

AUTHORITY

Your Authority is about how you bring your experience and knowledge to the fore. It's also about who you know and how you relate.



IMPACT

Your Impact is more concerned with the way in which you intervene to enable outcomes and how effectively you can reframe situations to change the emotional climate.

PRESENCE

Your Presence is the degree of attention you give to situations and the people around you. It includes how quickly you can build rapport and relate to a wide range of people.



Try this Quick Exercise

To help you visualise what this looks like in practice:



STEP 1:

Think about a role model who has executive presence & gravitas.

STEP 2:

What do you see and hear them doing?

STEP 3:

How do they make you feel?

STEP 4:

What words do they make you think of?

Did You Know?

According to a study by the Center for Talent Innovation, 268 senior executives said that executive presence accounted for approximately a quarter of what it takes to get promoted, with gravitas being cited by 67% as the core characteristic of executive presence.

DO YOU HAVE THESE LEADERSHIP TRAITS?

Why not invite your leaders to join our short CPD programme that is designed to specifically develop executive presence and gravitas. It also blends wonderfully with our STAR® development programmes which embed the relevant leadership skills for success.

For more information visit

<https://www.businesscoaching.co.uk/how-to-improve-executive-presence-and-gravitas>

or call +44(0) 1926 889 885.