

Executive Presence How To Define Assess And Cultivate It

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In its simplest terms, executive presence is about your ability to inspire confidence — inspiring confidence in your subordinates that you're the leader they want to follow, inspiring confidence...

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"Having executive presence is about making people feel you can handle things—that you're smart enough to know your strengths and can figure out things you don't," says Allison Kluger, a leadership lecturer at Stanford Graduate School of Business who focuses on strategic communication, reputation management, and personal branding. "Act like the leader you want to be...it's important to know your content, be prepared, and then present it with authority."

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According to Forbes, executive presence is "the ability to project gravitas - confidence, poise under pressure and decisiveness" as well as "communication - including speaking skills, assertiveness and the ability to read an audience or situation - and appearance."

[What is Executive Presence?](#)

Executive presence is a reflection of how willing others are to engage with and do business with you. It reflects the level of credibility others ascribe to you.

[Executive Presence: 8 Warning Signs That You Don't Have It](#)

The challenge: Defining executive presence. After many years of working in the field of executive presence and influence, my firm and I set out to close this gap and define executive presence. If we could define it we could talk about it with clarity, measure it with accuracy, and guide leaders to some real "aha" moments.

[Executive Presence: How to Define, Assess and Cultivate It](#)

Executive presence is not just a measure of performance. Rather, executive presence is a measure of image: whether you signal to others that you "have what it takes," that you are leadership material." In Hewlett's universe, there is an objective set of desired behaviors that you could emulate in order to project a strong EP.

[What's Executive Presence? The Art And Science Of Getting...](#)

In the end, executive presence is about authenticity. Executive presence is a result of the head and heart working together to their maximum capabilities. "Judgment and wisdom, character and courage—these are the things that effective leaders convey consistently" says Sickles. "They do the right thing."

[Executive Presence: What It Is and 4 Steps to Develop It ...](#)

Executive presence is very much how you control a room, the impressions you make, and how you affect the people around you. It's how you communicate verbally and through your appearance and physicality. It's not just appearance, such as how you look, but more how you communicate with people initially and convey your intentions.

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Confidence: One key aspect of executive presence is to communicate confidence both in what you say and how you say it. To appear confident, good posture is essential. To appear confident, good ...

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1) Style is the more readily observable pillar. It's what people see and experience about you quickly if not immediately. 2) Substance is made up of your social presence, demeanor, and gravitas in leadership situations. These are cultivated... 3) Character is an over-used and often misunderstood ...

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So what is executive presence? The ability to project gravitas—confidence, poise under pressure and decisiveness—seems to be its core characteristic, according to more than two-thirds of the executives surveyed.

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Sylvia Ann Hewlett, the founder and CEO of the Center for Talent Innovation and author of Executive Presence, defines executive presence as how one acts (gravitas), speaks (communication) and looks...

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The commanding presence of executives is palpable. All top-performing executives have it and they know how to leverage it to work a boardroom and lead their organizations. In a survey of CIOs, conducted by Gartner, Executive Presence was second on the list of the top 20 leadership traits that make a difference.

[How to Develop Executive Presence by Improving Your Vocabulary](#)

What is Executive Presence? And, more importantly, how do you get it? The way I like to define Executive Presence is a certain set of attitudes, behaviors, and skills which - when combined - send the right signals, influence others, and ultimately drive results.

[The 15 Most Important Characteristics of Executive Presence](#)

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