

PRESENCE: THE PERCEPTION OF POWER™

PRESENCE: THE PERCEPTION OF POWER™ COURSE DESCRIPTION

Leadership can be explained as the relationship between two components – the environment and the self.

Leaders are expected to make an impact by changing their environment and achieving intended results. Sometimes, in order to be more effective in their environments, leaders also need to find ways to change themselves. A fundamental question for a leader to ask is: *What would make me more powerful in this environment?* The willingness to take an honest look at the self in the context of the environment is the mark of a true leader.

THE ENVIRONMENT



Presence: The Perception of Power™ is a dynamic, interactive 75 to 90 minute presentation that introduces leaders to the leadership development core concepts used in Adams Learning's professional coaching practice.

WHO IT'S FOR

Presence: The Perception of Power™ is ideal for any leader who wants to be more powerful and influential in the workplace. It is particularly effective with groups, providing intriguing dialogue to help participants get to know each other and themselves. It has been delivered at association meetings, conferences, and leadership retreats.

WHAT YOU'LL LEARN

In this presentation, you'll learn:

- What presence is, and how it helps leaders to be perceived as powerful and influential by others
- Why it is important for professionals to recognize and develop their presence in today's competitive workplace
- Fifteen specific attributes that contribute to a powerful presence
- The blunders that can diminish or minimize a person's presence in the eyes of others
- Which attributes of presence are considered most important by top executives

To learn more about *Presence: The Perception of Power™*
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