GLOBAL TRAINING INSTITUTE

Advanced Executive Presence



GTI - Coordination Office and International Relations (Accredited Programs)

Course Description

This Advanced Executive Presence Training Course is designed for leaders seeking to enhance their communication and influence within their organizations. By focusing on intentional communication and executive presence, participants will learn to inspire confidence and trust among stakeholders. The course integrates the latest research on communication, body language, and influence, offering practical exercises that promote self-awareness and skill mastery.

Who Should Attend

This course is ideal for professionals in client-facing roles who aim to cultivate strong, long-term relationships with external stakeholders. It will greatly benefit:

- Executive Directors
- Heads of Departments
- Project Managers
- Executive HR Professionals

Course Objectives

By the end of this course, participants will be able to:

- Inspire stakeholders to actively engage with their vision.
- Foster collective action through enhanced executive presence.
- Utilize cultural intelligence to effectively connect with diverse audiences.
- Uncover and harness their inherent charisma.
- Establish the foundations for lasting trust within teams.
- Communicate with clarity and composure in various settings.
- Apply body language effectively to reinforce messages.

Course Content

Building Trust with Your People

- Understand the biology and psychology underlying trust.
- Learn to assess trustworthiness through ability, integrity, and benevolence.

The Art of Influence

- Develop strategies for influencing without formal authority.
- Identify and avoid common persuasion mistakes.

Developing Charisma

- Explore the cultural context of charisma and its impact on leadership.
- Apply psychological principles to enhance personal charisma.

Creating a Compelling Storyline

- Discover key principles for making ideas resonate.
- Utilize techniques to capture and maintain audience attention.

Identifying Your Executive Presence Potential

- Appreciate the critical role of non-verbal communication.
- Develop strategies for presenting with gravitas and authority.