

Welcome

Leadership Caffeine Jam Session #23
 All About Executive Presence with Joel Garfinkle
 September 8th, 12 PM CT

First time to a Jam Session?
 All about growing smarter together!
 Share comments/questions via chat. Reply to Everyone.
 Video, anonymous chat stream, mind map links to be sent to everyone registered.

1.1 For Joel:

How did EP become a focal point for your work?

How important is it for us to gain feedback on and strengthen our EP?

1. Today:

Get on the same page for EP:
 What is it? How important is it? How do we strengthen ours?

Joel: "I've asked over 150 leaders how they would define executive presence and they named over 75 different attributes."

From other research cited in the book: "The results shone a spotlight on 312 behaviors: 145 positive and 167 negative."

2. Too many professionals have been on the receiving end of this feedback: "You need to develop your executive presence."

What the heck does this mean?

Earlier in my career:
 Clarence: "He commanded every room he entered and made every person feel like they were the most important person in the room."

3. Audience Poll Question: Have you ever been told you need to develop or strengthen your executive presence?

4. What does EP look like in practice?

GROUP (AND JOEL) SHARE YOUR EXAMPLES of individuals (in the public spotlight or in your life) that you would describe as displaying high EP

& why do you perceive this about them?

My recent example:

Executive Coach, Art Petty, interviews KIM K.C. CAMPBELL
 A FIGHTER PILOT'S LESSONS ON LEADING WITH COURAGE
<https://www.youtube.com/watch?v=Ksmz7ZQ1VSp>

5. Let's create some clarity

Let's get a read on EP from the larger group here in a brainstorm sprint!

Your opinion: What is EP?

6. Spotlight on Joel's Framework

The 3x3 Framework

GRAVITAS	AUTHORITY	EXPRESSION
CONFIDENT You lead with the conviction that you are the best person for the job. You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.	DECISIVE You take control and own the decisions. You are clear, direct, and to the point. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.	VOCAL You speak your thoughts and ideas clearly and concisely. You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.
COMMANDING You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.	BOLD You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.	INSIGHTFUL You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.
CHARISMATIC You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.	INFLUENTIAL You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.	CLEAR You are confident, calm, and in control. You don't over-explain or over-justify. You don't over-prepare or over-rehearse.

7. Questions on the 3x3

Are any more important than others?
 What if I'm an introvert?
 How do we get feedback on how we're doing in each of these?
 Where do we start? How do we get started?
 Does developing EP mean I have to give up being authentic?
 One size doesn't fit all across genders/cultures... or does it?

Questions/comments from the group?

8. For Joel: the book includes many case studies...share one or two of your favorites

Art's examples:
 Bob gets over his fear of executive interactions
 Deena was already an executive, but her presence was off...

9. Seriously, how important is it for us to focus on strengthening our EP?

The Bold Claim: "While cultivating executive presence requires a tremendous amount of time, effort, and energy, it will result in an extraordinary career."
 & What should we do leaving here today?

Joel's Resources:
<https://joelgarfinkle.com>
<https://artpetty.mykajabi.com/leadership-caffeine-jam-session-24>
<https://joelgarfinkle.com>

Leadership Caffeine Jam Session #24
 Pursuing Peak Personal Performance
 October 13th, 12 PM CT

We'll look at the latest research on striving to be at our best in the workplace (and in life) and share ideas and approaches to help!

THE SUCCESS FACTOR
 DEVELOPING THE MINDSET AND SKILLS FOR PEAK BUSINESS PERFORMANCE
 RUTH GORAN

<https://artpetty.mykajabi.com/leadership-caffeine-jam-session-24>

(Interviewing Ruth ahead of the event and will have some clips for you!)