



{ OVERVIEW }

# Executive Presence

 **Ninth Edge**

Know Better.



# It really matters.

In today's fast-paced corporate world, Executive Presence is more than just a buzzword—it's a leader's secret weapon. It's that unique blend of confidence, authenticity, and poise that makes people listen, trust, and follow. Yet, many leaders struggle to project the right balance of charisma and authority.

## The question is:

**How can you cultivate the executive presence needed to inspire trust and command the room?**

At Ninth Edge, we believe Executive Presence isn't just about appearances—it's about building lasting connections and driving action through impactful communication.

Our **Executive Presence** workshop equips leaders with the insights and techniques to cultivate presence, foster trust, and make an unforgettable impression.



## You'll learn to:

- **Master Impression Management:** Understand how your confidence, communication, and engagement shape how others perceive you.
- **Navigate Relationship Management:** Build deeper connections by aligning your words and actions with your core values.
- **Identify Critical Moments:** Learn where executive presence is gained or lost and how to seize those moments effectively.
- **Project Confidence:** Develop a presence that is both commanding and approachable, balancing authority with authenticity.



## Overview of the Program

- **Welcome and Introduction:** Understanding why Executive Presence matters in leadership.
- **The Challenge of Executive Presence:** Exploring why presence is difficult to assess and cultivate.
- **A Useful Approach to Presence:** Leveraging impression and relationship management for greater impact.
- **Impression Management:** Building confidence, refining communication ability, and enhancing audience engagement.
- **Relationship Management:** Strengthening integrity and aligning actions with values.
- **Critical Moments:** Identifying key moments where executive presence is established or diminished.
- **Summary and Wrap-Up:** Reviewing key takeaways and actionable next steps.

## Target Audience

People Leaders

## Delivery Options

Face-to-Face or Virtual Instructor-Led Training

## Workshop Timing



### Half-Day Workshop

- Clarifying the Skill
- Building Self-Awareness
- Feedback and Coaching
- Action Planning



### Full-Day Workshop

- Clarifying the Skill
- Building Self-Awareness
- Feedback and Coaching
- Skill-Development
- Action Planning



### Customizable with Other Ninth Edge Solutions

- Presenting with Impact
- Running Effective Meetings
- Managing Your Personal Brand
- Conversational Capacity™





## Leaders who have completed the Executive Presence program report:

### Improved confidence and poise

Leaders feel more comfortable and in control, whether presenting to a boardroom or handling challenging conversations.

### Stronger relationships

Through deeper connection and authenticity, leaders build more trust within their teams and networks.

### Enhanced decision-making influence

Leaders with a stronger presence are better positioned to drive change and inspire action.

Without a strong **Executive Presence**, leaders risk being overlooked, misunderstood, or unable to fully inspire their teams.

At Ninth Edge, we help you cultivate a presence that commands attention and earns trust—building the foundation for effective leadership.



 Your Business  
is our business.

{ NINTH EDGE  
TRUSTED BY: }

 Abbott

abbvie

 billtrust

 CME Group

 CONAGRA  
• BRANDS •

DISCOVER®

HEITMAN

Optiver Δ

 Steel Dynamics, Inc.®

Take the  
next step.

Are you ready to elevate your Executive Presence and lead with confidence?

Let's explore how the **Executive Presence** program can help you command the room, inspire trust, and drive success.

Click below to schedule a consultation and start refining your Executive Presence today.

{ Schedule a consultation.  }

