



GLOBAL
COACHING
LAB



AMPLIFYING EXECUTIVE PRESENCE & BUILDING YOUR PERSONAL BRAND

Virtual Workshop

Are you working hard, but find that the Executive level position has been ***offered to your colleague?***



Are others ***taking credit*** for your work, while you stand by?

Is your point of view ***not considered*** during team meetings?



BETWEEN MERIT AND SUCCESS LIES EXECUTIVE PRESENCE



HIGH-POWERED WORKSHOP

USD 240 | INR 18000 + GST.

DATES: 6, 7 & 8 DECEMBER 2021 (3 HALF DAYS)

THE LION NEEDS NO INTRODUCTION IN THE JUNGLE. ARE YOU ONE?



It is said that when you have great presence, people will feel the remnants and hear the vibration of your voice long ***after you have left the room.***

A study was conducted by ***Human Capital Institute (HCI)*** to define, measure and, develop executive presence and to clearly indicate what knowledge, skills, abilities, and characteristics are important. They found that ***92%*** of respondents agreed that executive presence is an important part of leadership. Also, ***77%*** of respondents agreed that those with high levels of executive presence progress quickly in their careers.

The research found that ***Executive Presence*** is a combination of three key factors: interpersonal aptitude, professional affect, and technical competence. In other words, it is ***how you interact with people, how you present yourself, and what you know.***

As the demands on leadership grows, leaders need to learn the ability to achieve through influence. They must build their ***knowledge, credibility and interpersonal skills*** to make a lasting impression. The awareness and appreciation of the ***physical and psychological aspects of presence*** elevates the leader to their fullest potential.

Authentic leadership, building trust, and communicating in a way that inspires people gives you a ***competitive advantage.*** Your executive presence, and personal brand determines future opportunities and can be an important differentiator that opens many doors.

Mary is a productive leader with a good track record, but she comes across as someone who flies under the radar. She goes unnoticed at first and she is not the management's first choice when deciding who to promote. What can Mary do to **increase her chances of a promotion**?

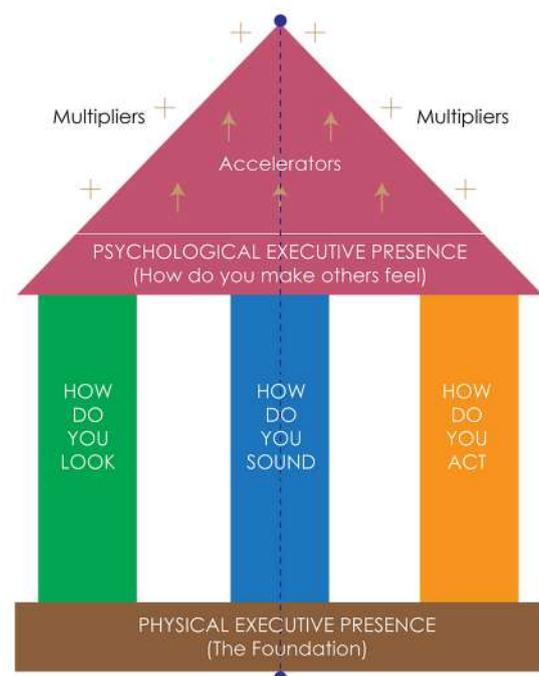


HOW WILL WE CONDUCT THIS WORKSHOP?

Presence is not an innate quality that one is born with. It is a set of behaviours that can be learnt to help you **command attention** and **through your confidence**, inspire others. Although most people know this intellectually, they are unsure of where to begin.

For any leader to make their presence felt, he or she needs to **amplify their personal brand** thereby enhancing their organizational image. Our approach to Executive Presence and Personal Branding is **holistic, interconnected, and comprehensive**, and is based on the belief that every leader has the potential to develop their executive presence authentically.

We will discuss the integrated and unique approach to Executive Presence. This constitutes **the Foundation, the three pillars of Physical Presence, Psychological presence, and the Accelerators and Multipliers**. The Physical presence focuses on strength, endurance, flexibility, balance, and breath. And the Psychological presence focuses on humility, authenticity, mindfulness, and synchronicity.



We will touch upon the multiple possibilities of **Archetypes** that reside within each one of us, that you would be able to call upon at will, to match your situational needs. You will gain a deeper understanding of yourself and how you express yourself. Understanding Archetypes will make you richer, in your ability to move away from a victim mindset to a warrior mindset.



We will end the workshop by analysing 1 case study and drawing up some important points that would help you build your presence.

*“Global Coaching Lab conducted a program called ‘Unleash Your Brand’ for a relatively senior audience at **KPMG Global Services**. The session was well structured and extremely insightful. The Facilitator was immensely thought provoking, impactful and engaging. Participants found tremendous value in the session.”*

- Head - L&D, KGS



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Who should attend this workshop?

Any Manager, High Potential / Rising Leader, Aspiring women leaders, and Growing Entrepreneurs would benefit from this program.



What are Your Key Takeaways from the Workshop?

- 1. Heightened awareness on how your physique forms the foundation for your presence.*
- 2. How the psychological aspects of presence are important to sustain and heighten your gravitas.*
- 3. Greater awareness of your mindset, so you can apply the correct archetype to maximize your ability to handle tough situations.*
- 4. Building your own unique Voice, Identity and Purpose.*
- 5. How an environment of positivity, possibility and potential can help you experiment, reflect, and then reframe your presence.*
- 6. Enhance the awareness of your presence in virtual team meetings and conferences.*

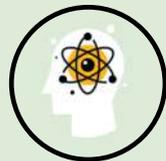
This workshop is an investment in your current and future self. It is the gift that keeps on giving.

CUSTOMER ENGAGEMENT SCENARIO



Customer Situation

A newly elevated Partner in a Management Consulting Firm had a strange problem. He felt he was the lion when he was working with his team but felt he became a mouse in front of the firm's leadership team. His awareness only heightened his inadequacies and he decided to use his coaching engagement with us to address this situation.



Our Engagement

As part of our coaching, we explored his ***mindset and his unspoken fears and belief systems***. This greater clarity allowed our coachee to discover his root causes for his apparent subservience in front of his leadership team. With awareness comes choice and we now started working with him on how he could adopt a warrior mindset. This meant significant improvement in his ***physique, and greater level of preparation for leadership meetings*** that improved his confidence.



Customer Outcome

Coaching helped the partner ***to build a greater level of self-trust***, that allowed him to engage spontaneously in leadership team discussions. He discovered that leading from the front actually allowed him to achieve more in leadership settings.

His chairman was quick to notice the change and credited him on his transformation. The added gravitas from partners has now enabled him to move higher in the organization with many more partners reporting into him.

When competency meets presence, potential gets amplified.

FACILITATORS



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VENKATARAMAN SUBRAMANYAN

**Founder and Director
Tripura Multinational**

Venkat is an experienced facilitator and coach and delights in the joy of making others great. His vast experience across Asia in a variety of leadership roles has helped him tailor his engagements across cultures. He is currently leading several engagements in areas of Global Leadership Development, Execution Excellence, Sales Leadership, Women Leadership, Group Coaching and Executive Coaching. Venkat is certified through the Results Coaching methodology and is an ICF accredited coach. He balances his engagements between individual coaching and Group coaching sessions.

Sripriyaa Venkataraman is the Founder and COO for Global Coaching Lab and Tripura Multinational. Sripriyaa is an ICF certified coach from Coach Training Alliance, Colorado, USA. She is also a certified UBalancer Coach. To further her understanding on diversity in business, Priya has earned a certification on handling Diversity within Organizations, from University of California, Berkeley. With a strong belief that the “future belongs to the right”, Priya leverages her background in Indian Classical Dance and theatre to help her coachees tap into the power of Archetypes to develop Emotional, Cultural and Creative Intelligences.

SRIPRIYAA VENKATARAMAN

**Founder and COO
Global Coaching lab**



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VIDEOS YOU MAY LIKE



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