Society of Professional Women
Main Line Chamber of Commerce

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EXECUTIVE PRESENCE:

KEY ELEMENTS

Definition: The authentic projection of authority, composure, competence, and engagement through a set of recognized behaviors.

- Essential for successful leadership.

External Factors:

- Posture – erect and open; shoulders back and down
- Broad, open arm gestures
- No fidgety movements

Facial Expressions:

- Relaxed; non-reactive
- Serious, but not overly serious
- Eye contact: steady gaze, without staring

Verbal Style:

- Pitch: varied tones
- Pace: conversational; take appropriate pauses
- Avoid verbal "hiccups" (um, uh) or filler words (you know, like)

Internal Factors:

- Self-confident
- Calm, even in stressful situations
- Emotional intelligence