

Executive Leadership Presence

(Building Trust, Delivering Value, Creating Impact)



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Overview

‘The world is willing to obey; are you prepared to command?
-- Nietzsche

The Leadership Presence programme is a highly interactive two-day workshop designed to help Executive unlock the secrets of effective leadership presence. By delving into the different dimensions of leadership presence, participants will gain a deep understanding of their personal brand and reputation management, develop strategic alliances, and improve their organizational savvy. The program focuses on uncovering ways to enhance strategic thinking, improve executive image through personal grooming choices, and master the nuances of social acumen.

The programme recognizes that leadership presence goes beyond surface-level charisma and charm. It encompasses a holistic approach rooted in authenticity and a relentless pursuit of excellence. Participants will learn to exude confidence, commitment, competence, and assertiveness while remaining empathetic and guided by enlightened self-interest. They will cultivate a sense of ownership and responsibility for the issues they face. The program employs a range of technologies and pedagogies to integrate both intra and inter personal aspects, ensuring a comprehensive learning experience.

The programme emphasizes the importance of demonstrating grace under pressure and maintaining a solution-oriented mindset while also exhibiting firm assertiveness when necessary. By the end of this 2 day workshop, participants will possess the skills and abilities to effectively engage and influence key stakeholders in a consistent and authentic manner. They will enhance their attractiveness and dynamism as leaders, enabling them to navigate challenging situations with confidence and demonstrate superior leadership even in trying times

Learning Methodology

This workshop extensively uses multi-media, case-studies, role-plays, situation-discussion and frameworks to drive learning. The participants will go away with specific tools and techniques that enhance their authenticity, build professional brand, and create credibility and trust.

For Whom

The Executive Leadership Presence programme is specifically designed for Executives and senior leaders who want to refine their leadership style, enhance their communication skills, and strengthen their overall presence within their organization. This includes CEOs, CFOs, CIOs, Vice Presidents, and other senior-level executives. Furthermore, Emerging Leaders and High-Potential employees who are transitioning into leadership roles or aspiring to move up the corporate ladder can gain valuable insights and skills through this programme.

Objectives:

The explicit objectives of the workshop are –

- To Understand the dimensions of Executive Presence that create impact
- To create a personal brand that inspires trust and confidence in others
- To master the verbal techniques that create a persuasive and compelling message for others
- To operate from emotional and social intelligence
- To speak with confidence and poise with people from all the levels 'grace under fire'
- To build capabilities that comprise political and social astuteness

Day 1

Module 1

- Leadership Presence: Exuding Confidence and Credibility
- Appearance and Posture / Superior-Speaking Skills / Gravitas / Vision-Vitality/EQ / Political Savvy / Trust and Credibility / Global-Dexterity
- Text-Subtext-Metatext: Creating Impact through Superior Speaking Skills

Module 2

- Commanding Presence through Impactful Communication
- Elevator Pitch Activity
- Presentation, Video Recording and Feedback

Module 3

- Appearance: The Leader Package / Medium is the Message
- Leadership Presence: Self Awareness for Self Development (SAFSD) (Optimal/ Sub-optimal)

Module 4

- Emotional Intelligence Resonance Scale (EIRS) / Typology-Lencioni -- Implications and Applications for Self-Development
- The Pillars of Leadership Presence: Gravitas

Day 2

Module 1

- ▶ Deepening Gravitas: Ways to Develop Superior Presence
- ▶ Networking in the Digital Age

Module 2

- ▶ Building Politically Savvy Leaders: Organizational Dynamics and the Culture Imperative
- ▶ Building Resilience & resolving tensions

Module 3

- ▶ Collaboration and Collaborative Intent / Emotional Stability Quotient (ESQ)
- ▶ Executive Presence Vulnerabilities
- ▶ Managing Difficult Conversations

Module 4

- ▶ Glocal Dexterity
- ▶ Leveraging Indian Ethos

Programme Details

Programme Mode: In-Campus

Programme Fee: Rs. 40,000/- + GST Per Participant



FACULTY

Prof. Rajeshwar Upadhyaya

Rajeshwar is a visiting faculty in Executive Education at Mahindra University. He is currently the Dean of Academy of Applied Emotional Intelligence (AAEI) an organization that drives transformational learning and is based out of Mumbai (India). He has also been a visiting faculty in Executive Education at ISB, KAIST, LBSNAA, SVPNPA, NAIR, IIPA, NISA. Rajeshwar has over 28 years of industry and consulting experience.

He has consulted for business houses in India, South East Asia, and the USA. He has taught over 48,000 executives across Government, Public Sector, Private Sector. Participants in his programmes included executives from ESADE Business School, EADA, Spain, ESTM, Germany and RSM, Erasmus University. He also taught at School of Finance and Management, Oxford Brooks University, UK, Thunderbird, USA and SKOLKOVO Moscow Institute of Management, Russia

He has taught executives from an array of industries including Manufacturing, Infrastructure, Nonbanking Financial Services, Bank, Automobiles, Market Research, Pharmaceuticals, PR, Oil & Gas, Steel, Telecom, Shipping, Media & Entertainment, FMCG, Academia, etc. having engaged with more than 140 organizations. Rajeshwar teaches the Global Leadership Immersion Program at the Korean Advanced Institute of Science and Technology (KAIST), Seoul, South Korea to senior corporate executives with a focus on 'Leadership Skills for Doing Successful Business with India'.

He is a Leadership Speaker at various national and international forums and conferences including The London Speaker Bureau, India Literary Festivals and IQPC, Singapore. Rajeshwar is an author of two books and numerous articles. A third book "Insights from the Tragedies of Shakespeare – Exploring the Psychology of Leadership Failure" is underway.

Rajeshwar has an MBA with a specialization in International Management from Thunderbird, The American Graduate School of International Management, AZ, USA. He is also certified in various globally recognized psychometric and coaching tools like MHS EQI; Pearman; Pearman Flex, Big Five Personality Factors (Comprehensive Suite) , Hardiness Resilience Tool, Risk Type Compass Profile, Hogan Challenges/ Motivations Preferences/ Potential; FIRO-B and FIRO-Business ; MBTI Step I and Step II; DISC; ESQ, Leadership Tracker (Derailment Propensity Inventory), etc. He is also a Zig Zigar Certified Trainer.

About Centre for Executive Education

The Centre for Executive Education (CEE) at Mahindra University, creates and conducts learning programmes for working professionals, which are designed to provide timely and relevant knowledge, insights and perspectives, that help them progress in their current and future roles in organizations. By enhancing performance of executives, these programmes are aimed to positively impact the organisations that they work for.

Executive Education Programmes at Mahindra University span across multiple business disciplines, engineering & data science, and law, for different seniority levels, in various national and international geographical locations.

CEE's mission is to be a hub for engaging & beneficial interactions between business leaders and the academia. The centre works with some of the finest faculty in India and from leading Global Business Schools. Participants will have opportunities to learn from the innovative research and consulting experience of the faculty, wide experience of the peer group of learners, and from Industry practitioners who bring in strong domain knowledge.

About Mahindra University

Mahindra University, established in May 2020, is a multi-disciplinary global education and knowledge campus which offers industry-aligned curricula, a student-centered learning environment, and opportunities for international exposure. The University offers Undergraduate and Post Graduate programs in its five Schools namely Ecole Centrale School of Engineering, School of Management, School of Law, Indira Mahindra School of Education, School of Media and Liberal Arts. The University has been established in a sprawling, green, 130 acres at Bahadurpally in Hyderabad. The University provides students with a modern lifestyle and a unique multi-cultural immersion in a predominantly green campus. The Lecture Theaters, Seminar Halls and Syndicate Rooms deploy state-of-the-art technology, to impart a multi-media, interactive learning experience to participants. Executive Housing facilities on campus come with contemporary design, spacious & comfortable air-conditioned rooms.



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**CENTRE FOR
EXECUTIVE EDUCATION**

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