



Leadership Presence

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High-performing women are significantly more likely to receive negative feedback compared to their male counterparts.

Around 76% of high-performing women receive negative feedback.

Only 2% of high-performing men experience the same.

88% of the negative feedback women receive is personality-focused.

Only 12% of the feedback for men shares this non-constructive nature. (Textio 2024).

You need to ...

Sound more confident

Be more assertive

Be less aggressive

Be warmer

Be less emotional

Speak up more

Say less

Work on your presence



The missing link between merit and success

Sylvia Ann Hewitt, Author: Executive Presence

Leadership Presence

Is not:

an attribute that is automatically assigned to you because of your achievements.

necessarily reflective of your true qualities and potential.

Leadership Presence

It is:

how you show up,

how you make others feel, and

how effectively you communicate.

Building Leadership Presence





Clear communication

Have good command of the facts

Make the complex simple for others

A good test is to ask yourself: "In 10 words or less, what is my key message?"

If you can't state it succinctly to yourself, you are not ready to communicate it to others.

Credibility



All about the body

Positive body language (open) and eye contact in virtual rooms

Stand and sit with good posture, even more important for virtual meetings.

Plant your feet - makes you feel more grounded and self-assured.

Confidence



Managing your emotional tone

Stay aware of your physical state: Notice signs of stress, like increased heart rate or tense muscles, and consciously relax.

Set boundaries: Recognise when to disengage to regain composure.

Power of a pause.

Composure



Empathetic listening

Be fully present.

Listening to learn.

Ignore the urge to prematurely offer your opinion or advice.

Connection



Combination of charm and enthusiasm.

The flow of energy that you project through your character and talents.

When you focus on the audience, rather than on yourself, you connect with them at a deeper, more personal, level.

Charisma

Your Personal LEADERSHIP PRESENCE

Where are you the strongest?

Which area do you most need to work on?

One Action to leverage your strengths more
One action to improve

Whether we like it or not, we all leave an impression.

The question is—will it be the one you intend?

You have the power to decide how you show up, how you make others feel, and how you communicate. Own it with confidence.