

2018 BLOCH EXECUTIVE SERIES

Developing Your Executive Presence and Expanding Your Career

Wednesday, September 26 | 9AM – 4PM

What You Will Learn

Do you project confidence? Are you able to command a room? Do people stop and listen when you speak? If so, you have likely mastered the art of executive presence. If not, no worries as you are like most professionals. There is always room for growth in how we are perceived.

Executive presence is all about maintaining poise, reading others, influencing in all directions, and communicating seamlessly with our words, voices, and bodies. Fair or not, how you come across to others factors into promotion decisions. Nearly 60 percent of recently surveyed CEOs indicated as much.

In this interactive and multimedia-driven session, participants will discover how to present themselves in a manner that inspires confidence. Specifically, those in attendance will learn how to maintain composure, project confidence, communicate more effectively, and build trust.

Key Topics

Participants in the session will learn how to grow executive presence by:

- **Getting Grounded** – It starts here. Remaining focused and calm through a myriad of professional challenges is a vital leadership skill to master.
- **Cultivating Rapport** – We need to understand the behavior science around how we are perceived and trusted. Our appearance, the words we choose, how we speak, and the signals we send with our bodies all contribute to how well our ideas are accepted.
- **Managing What Others Observe** – Leaders with strong executive presence know their behaviors are observed constantly. As such, they focus on key attributes such as preparation, punctuality, being in the moment, integrity, and empathy.
- **Properly Seeking and Receiving Feedback** – How do we know where we stand? Steps need to be taken to ensure we know how to best receive and embrace feedback as it relates to our presence.

Who Should Attend

Professionals looking to expand their executive presence and ability to influence others

About the Instructor



Mike Allison is an Adjunct Professor and Bloch Executive Education instructor within the Bloch School at UMKC. He is also the Vice President of Training and Development at AMC Theatres, where he directly partners with senior leadership to drive comprehensive strategies that enable the organization to build, support, and retain the talent needed to realize business outcomes. Prior to joining AMC in early 2017, Mike spent nearly 20 years at Cerner Corporation. For most of that period, Mike held executive responsibilities within both the client and associate learning organizations. His learning teams, many of which were internationally based, provided practical and effective end-to-end learning solutions to Cerner clients and associates around the world. Before joining Cerner, Mike was involved in city management for three years, working primarily as a management analyst for the city of Kansas City, MO. He earned a bachelor's degree in international relations and a master's degree in public administration from Brigham Young University.

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at the UNIVERSITY OF MISSOURI-KANSAS CITY