Category

Consulting

Executive Relationship Management & C-Suite Gravitas Playbook

Building the presence and relationship discipline that earns a seat at the executive table, not just a vendor badge

- Practitioner
- Intermediate
- Template Included

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- 4 minute(s)

Overview

A framework for building genuine executive-level relationships and the personal gravitas that lets a consultant operate as a peer in C-suite conversations, rather than being treated as a capable but junior-feeling outside resource.

Is "gravitas" something you're born with or can it genuinely be

built? It's substantially buildable — this playbook treats gravitas as the observable result of specific, practicable habits (preparation depth, point-of-view clarity, composure under challenge), not an innate trait.

How is this different from general executive presence training?

This playbook is specifically calibrated to the consultant-client relationship, where gravitas has to be earned quickly with someone who didn't choose you as a long-term colleague and is actively assessing whether you're worth the fee.

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