Category

Consulting

Trusted Advisor Communication & Executive Presence Playbook

The specific verbal habits — economy of language, precision, active listening signals — that make advice land

- Practitioner
- Intermediate
- Template Included

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- 4 minute(s)

Overview

A framework for the specific verbal communication techniques that make trusted advisor input land effectively with executives — economy of language, precision over hedging, and visible active listening signals — as the communication-technique complement to presence and demeanor.

How is this different from the Trusted Advisor Executive Presence

Playbook? That playbook covers presence qualities like comfortable silence and non-defensive listening that invite candor. This one is specifically about verbal communication technique — how you phrase and structure what you say — a related but distinct skill set.

What's the most common verbal habit that undermines advisor

credibility? Excessive hedging — qualifying every statement so heavily that the actual recommendation becomes unclear, which this playbook addresses directly through the economy-of-language principle below.

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