Category

Consulting

Trusted Advisor Executive Presence Playbook

Carrying yourself in a way that invites candor from executives, not just projects confidence at them

- Practitioner
- Intermediate
- Template Included

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- 13 November 2018
- 4 minute(s)

Overview

A framework for the specific form of executive presence that serves trusted advisor relationships — composure and clarity that invites executives to be genuinely open, rather than presence that primarily projects the advisor's own confidence and competence.

How is this different from the general Executive Relationship

Management & C-Suite Gravitas Playbook? That playbook covers gravitas broadly for operating as a peer with executives. This one is narrower — specifically the presence qualities that invite genuine executive candor and openness, which is a distinct (and sometimes counterintuitive) skill from simply projecting confidence and competence.

Isn't strong executive presence mostly about projecting confidence?

Confidence matters, but presence that only projects the advisor's own competence can actually inhibit executive candor — genuinely useful trusted advisor presence also includes qualities (genuine curiosity, comfortable silence, non-defensive listening) that invite the executive to be more open, not just impressed.

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