Category

Consulting

Trusted Advisor Presence in Boardrooms & C-Suite Settings Playbook

Reading and navigating group dynamics in the room, not just managing your own one-on-one presence

- Practitioner
- Advanced
- Template Included

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- 4 minute(s)

Overview

A framework for navigating multi-stakeholder boardroom and C-suite group settings — reading the room's dynamics, managing multiple simultaneous audiences, and responding to group-level dynamics like disagreement among executives — distinct from one-on-one executive presence.

How is this different from the Trusted Advisor Executive Presence

Playbook? That playbook covers presence qualities (comfortable silence, genuine curiosity) most relevant to one-on-one executive conversations. This one is specifically about navigating GROUP settings — multiple executives with different views, reading room

dynamics, and managing simultaneous audiences — a related but distinct skill set.

What's the biggest difference between one-on-one and group

executive presence? In a group setting, you're managing multiple simultaneous relationships and reading dynamics BETWEEN executives (alliance, tension, deference patterns), not just your own rapport with a single person — requiring additional situational awareness beyond individual presence qualities.

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