EXECUTIVE PRESENCE

A 5-WEEK LIVE WEBINAR SERIES IN LEADERSHIP DEVELOPMENT

For high-potential managers with 12+ years of experience

LEARN ABOUT

- Traits & Behaviors That Define Executive Presence
- Conveying Calm And Thinking Clearly Under Pressure
- Communicating With Clarity And Sense Of Purpose
- Showing Confidence Without Appearing Arrogant
- Powerful Tools For Behavioral Change

CONTACT

pro@saseconnect.org for more information

Five 2-Hour Workshops
$1,000/person
Contact pro@saseconnect.org for upcoming workshops
EXECUTIVE PRESENCE

Module Overview

Module 1: The Foundation for Executive Presence

Develop Confidence, Competence, and Influence Beyond Formal Authority

This module will illustrate how cultural bias and personal constraints create perceptions that detract from executive presence; how we can identify our unique profile of strengths and weaknesses; and which characteristics matter more in initial impressions, versus those that matter more over the long-term.

Key Learning Takeaways

- Define Executive Presence and why it matters in successful leadership
- Create instant impact: characteristics that weigh heavily in first impression situations and what Asian leaders need to emphasize
- Learn to manage perceptions in the workplace
- Understand how cultural background affects our ability to convey Executive Presence
- Increase three critical levels of self-awareness: Internal, external and strategic

Module 2: Mastering Personal Branding for Asian Leaders

Leverage Your Strengths, Recognize Opportunities for Development, and Take Control of How Others See You

Self-awareness about perceived strengths and weaknesses in the context of organizational cultures creates a foundation for targeted personal branding and improved political savvy. Asian managers and leaders learn which competencies and behaviors contribute positively to a comprehensive personal branding strategy without sacrificing authenticity and the strong cultural values that have contributed to their success.

Key Learning Takeaways

- Understand the difference between cultural identity, reputation and brand
- Build the foundation for smart personal branding with effective micro-behaviors
- Practice a simple yet powerful way to get important observer feedback
- Recognize the perceptions and cultural pitfalls that can harm a personal brand
- Create a step-by-step action plan for achieving personal branding goals
Module 3: Building Key Relationships with Executive Presence

Enhance Your Organizational Effectiveness by Increasing Your Visibility

Successful leaders make time in their busy schedule to build positive relationships across organizational boundaries. They create and proactively engage a resilient network of mentors, sponsors and allies—above and below their level—to get buy-in on key initiatives, to enlist support on complex projects, and to gain access to powerful insights that translate their enhanced visibility into personal and organizational success.

Key Learning Takeaways

- Develop political savvy by harnessing the power of relational dynamics
- Learn the mindset that makes networking less uncomfortable and creates the motivation to seek out opportunities to connect with others for mutual benefit
- Discover how to create a stakeholder map that makes the process of reaching out to potential sponsors, mentors, advocates and allies straightforward and efficient

Module 4: Communicating To Influence Up and Across

With Clarity, Confidence and Competence

Clear, simple communication is anything but easy to accomplish, given our appetite for complexity in this knowledge era. Explore how to generate commitment from key stakeholders by translating arcane technical information into meaningful language that resonates. Identify cultural constraints and how to overcome them by developing powerful frameworks to structure messages for maximum impact and delivering them assertively.

Key Learning Takeaways

- Managing the cultural differences between high- and low-context communication
- Avoiding the trappings of both too much ambiguity and too much complexity
- Mastering communication micro-behaviors that signal qualifications and preparation
- Getting commitment to ideas by appealing to individual styles and values
- Crafting and delivering succinct messages under time constraints
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Module Overview

Module 5: The Fireside Chat
How Influence Works In The Field

Harrison partners with senior leaders of participating organizations to illustrate with examples and case studies why influence is critical at higher levels and how it's used in the everyday life of a high-performing executive. The occasion also allows for learners to ask questions and learn via relevant examples from the executives. This will foster understanding of how to apply the workshop's lessons on the job and aid in improving your performance.

About SASE Pro

SASE Pro is a strategic focus for the Society of Asian Scientists and Engineers (SASE).

We seek to increase the business impact of Asian American STEM professionals by helping to develop the cultural agility and soft skills to unlock your full leadership potential.

Most companies invest in leadership training. However, few have the expertise or scale to provide training for Asian American professionals to achieve the required cultural adaptability. We envision SASE becoming a scaled hub of expertise and programs to help companies and individuals unlock the leadership potential of the Asian American STEM workforce.

- Dennis Hirotsu
Senior Executive Advisor for SASE Pro, Retired R&D VP at Procter & Gamble

MEET YOUR PRESENTER

Harrison Monarth
CEO & Executive Coach

New York Times bestselling author Harrison Monarth is a leader in the field of developing key leadership competencies. He has held senior positions in manufacturing, marketing and organizational development in the U.S. and Europe.

Harrison works with leaders in a range of organizations from Fortune 100 corporations to entrepreneurial high-growth companies. He has personally coached top professionals from major organizations such as Cisco, Deloitte, GE, General Motors, Hewlett-Packard, IBM, Intel, MetLife, NASA, PepsiCo, Procter & Gamble and the U.S. Air Force.