

An Executive Book Summary Presence Human Purpose And The

How do you become influential? What are the qualities that ensure people are drawn to you? And how do you develop these? Personal experience is the raw material for building executive presence. Viewed as "touchy feely," intangible and invisible, most leaders separate their personal lives from their professional ones. Executive coach Diana Jones argues that this is unwise. In fact, the "soft side" of leadership - empathy, compassion, and authentic communication derived from personal experience - is both powerful and essential to enhancing executive presence, influencing others and achieving results. Through compelling stories and examples from Jones's coaching sessions, readers will learn how to make enduring behavioral changes that will produce better business results and create alignment among disparate groups using empathy and leadership language.

Presents a firsthand account of the kidnapping of two American missionaries by the Abu Sayyaf terrorist group in the Philippines, a yearlong ordeal that ended with the death of the author's husband, Martin Burnham.

Develop your leadership presence and project confidence, credibility and charisma to impact and influence others.

Shital Kakkar Mehra, India's leading Executive Presence coach and bestselling author, has trained numerous CEOs and star performers over the last two decades. In this book, she has shared her proven POISE formula for success; tools to help you maximize your potential and

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fast-track your career to the coveted role of a CEO. Executive Presence is the mysterious 'it' factor in leadership. How do you present yourself? Are you assertive? Do you inspire confidence? How do you engage with stakeholders? Crack the code on Executive Presence with: Physical Presence: Refine body language skills. Online Presence: Build your global personal brand. Influencer Presence: Master executive maturity; learn to 'speak up'. Stage Presence: Inspire teams with effective public-speaking skills. Engagement Presence: Build strong and diverse networks

An illustrated guide for the amateur and professional musician that teaches us how to transform practicing from an often laborious activity into an exhilarating and rewarding experience Foreword by Yehudi Menuhin • “Give this book to any musician you love and to any person who loves what music does for them and for the world.”—Richard Stoltzman, clarinetist In *The Art of Practicing*, acclaimed pianist and teacher Madeline Bruser combines physiological and meditative principles to help musicians release physical and mental tension and unleash their innate musical talent. She offers practical techniques for cultivating free and natural movement, a keen enjoyment of sounds and sensations, a clear and relaxed mind, and an open heart and she explains how to:

- Prepare the body and mind to practice with ease
- Understand the effect of posture on flexibility and expressiveness
- Make efficient use of the hands and arms
- Employ listening techniques to improve coordination
- Increase the range of color and dynamics by using less effort
- Cultivate rhythmic vitality
- Perform with confidence, warmth, and freedom

Complete with photographs to show essential points of posture and movement for a variety of instruments, this is the definitive guide to turning practice from a sometimes frightening, monotonous chore to a fun, fulfilling activity.

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"Personal presence is difficult to define but easy to recognize. People with presence carry themselves in a way that turns heads. When they talk, people listen. When they ask, people answer. When they lead, people follow. Personal presence can help you get a date, a mate, a job, or a sale. It can help you lead a meeting, a movement, or an organization. Presence is not something you're born with—anyone can learn these skills, habits, and traits. Award-winning speaker and consultant Dianna Booher shows how to master dozens of small and significant things that work together to convey presence. She details how body language, manners, and even your surroundings enhance credibility and build rapport. You'll learn to use voice and language to demonstrate competence, deliver clear and memorable messages, and master emotions. You'll learn to think strategically, organize ideas coherently, and convey to others genuine interest, integrity, respect, and reliability. Take her self-assessment to measure your progress. With Dianna Booher's expert, entertaining advice, you can have the same kind of influence as the most successful CEOs, celebrities, and civic leaders. "

Many teachers stress the importance of living in the present moment. Few give the actual practices to make it attainable. This book teaches you how to return to the incredible navigational system of the body and more fully inhabit each moment. For over twenty-five years, Suzanne Scurlock-Durana has masterfully taught her step-by-step practice of present moment awareness through her own combination of bodywork and CranioSacral therapy. The practices of Full Body Presence help you find a deeper awareness in the moment, even in the midst of chaos, family and work demands, or the pressure to perform. This deeper awareness also brings a fuller sense of trust and confidence in yourself and in the world. Full Body Presence is filled with concrete, life-friendly explorations and instruction clearly presented in

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both the book and the free accompanying downloadable audio files.

How can the church engage the world, not by judgment nor accommodation but by becoming the good news in our culture? Offering seven distinct spiritual practices, David Fitch helps you re-envision church, what you do in the name of church, and the way you lead a church.

Reimagine the church as the living embodiment of Christ, reflecting God's faithful presence to a desperate world.

#1 NEW YORK TIMES BESTSELLER • ONE OF TIME MAGAZINE'S 100 BEST YA BOOKS OF ALL TIME The extraordinary, beloved novel about the ability of books to feed the soul even in the darkest of times. When Death has a story to tell, you listen. It is 1939. Nazi Germany. The country is holding its breath. Death has never been busier, and will become busier still. Liesel Meminger is a foster girl living outside of Munich, who scratches out a meager existence for herself by stealing when she encounters something she can't resist—books. With the help of her accordion-playing foster father, she learns to read and shares her stolen books with her neighbors during bombing raids as well as with the Jewish man hidden in her basement. In superbly crafted writing that burns with intensity, award-winning author Markus Zusak, author of *I Am the Messenger*, has given us one of the most enduring stories of our time. “The kind of book that can be life-changing.” —The New York Times “Deserves a place on the same shelf with The

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Diary of a Young Girl by Anne Frank.” —USA Today DON'T MISS BRIDGE OF CLAY, MARKUS ZUSAK'S FIRST NOVEL SINCE THE BOOK THIEF.

Los Angeles Times bestseller • More than 1.5 million copies sold “If hygge is the art of doing nothing, ikigai is the art of doing something—and doing it with supreme focus and joy.” —New York Post Bring meaning and joy to all your days with this internationally bestselling guide to the Japanese concept of ikigai (pronounced ee-key-guy)—the happiness of always being busy—as revealed by the daily habits of the world’s longest-living people. *And from the same authors, don’t miss The Book of Ichigo Ichie—about making the most of every moment in your life.* * * * What’s your ikigai? “Only staying active will make you want to live a hundred years.” —Japanese proverb According to the Japanese, everyone has an ikigai—a reason for living. And according to the residents of the Japanese village with the world’s longest-living people, finding it is the key to a happier and longer life. Having a strong sense of ikigai—the place where passion, mission, vocation, and profession intersect—means that each day is infused with meaning. It’s the reason we get up in the morning. It’s also the reason many Japanese never really retire (in fact there’s no word in Japanese that means retire in the sense it does in English): They remain active and work at what they enjoy, because they’ve found a real purpose in life—the happiness of always being

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busy. In researching this book, the authors interviewed the residents of the Japanese village with the highest percentage of 100-year-olds—one of the world's Blue Zones. Ikigai reveals the secrets to their longevity and happiness: how they eat, how they move, how they work, how they foster collaboration and community, and—their best-kept secret—how they find the ikigai that brings satisfaction to their lives. And it provides practical tools to help you discover your own ikigai. Because who doesn't want to find happiness in every day? A

PENGUIN LIFE TITLE

Increasingly graduates, and anyone who is entering employment, need an individual digital presence to stand out and showcase themselves to secure their first professional role. This book takes an employability approach to encourage those currently studying, or about to enter the world of work, to develop a set of skills that enables them to recognise and deliver an effective digital presence, firstly for themselves and then for the organisations who would employ them. It does not assume any prior technical knowledge and emphasises the value and benefits of creating a presence to actively participate in the digital economy. By structuring the chapters incrementally, the reader is guided through the development of their own presence while also being given the concepts and tools that will enable them in the future to scale this activity to suit the needs of a

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startup, an SME or a social business. By using well-established business principles to design a strategy, the reader is guided through the creation of a personal Theory of Change that will enable them to turn an abstract goal into an individual digital presence through a defined series of stages and intermediate change objectives. The book then proposes a series of tactics to draw out concrete actions. A range of examples and case studies from around the world feature in each chapter to showcase the range of different types of digital presence that can be created. By using a strategic and systematic process, this book draws together academic thinking with tangible and highly practical outcomes. It is essential reading for advanced undergraduate and postgraduate students studying any discipline related to the digital world, particularly digital marketing and digital business, entrepreneurship and strategy, as well as those taking employability and personal professional development programmes. Image and style consultant David A. McKnight offers in this book theories, tips, and details on assessing and improving style and developing one's executive presence. DAMstyle is an iconic multi-dimensional image and lifestyle consulting operation in New York City, serving as a one-stop enterprise for individual and organizational image needs.

A riveting and powerful story of an unforgiving time, an unlikely friendship and an

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indestructible love

Two-time Peabody Award-winning writer and producer Ira Rosen reveals the intimate, untold stories of his decades at America's most iconic news show. It's a 60 Minutes story on 60 Minutes itself. When producer Ira Rosen walked into the 60 Minutes offices in June 1980, he knew he was about to enter television history. His career catapulted him to the heights of TV journalism, breaking some of the most important stories in TV news. But behind the scenes was a war room of clashing producers, anchors, and the most formidable 60 Minutes figure: legendary correspondent Mike Wallace. Based on decades of access and experience, Ira Rosen takes readers behind closed doors to offer an incisive look at the show that invented TV investigative journalism. With surprising humor, charm, and an eye for colorful detail, Rosen delivers an authoritative account of the unforgettable personalities that battled for prestige, credit, and the desire to scoop everyone else in the game. As Mike Wallace's top producer, Rosen reveals the interview secrets that made Wallace's work legendary, and the flaring temper that made him infamous. Later, as senior producer of ABC News Primetime Live and 20/20, Rosen exposes the competitive environment among famous colleagues like Diane Sawyer and Barbara Walters, and the power plays between correspondents Chris Wallace, Anderson Cooper, and Chris Cuomo. A

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master class in how TV news is made, Rosen shows readers how 60 Minutes puts together a story when sources are explosive, unreliable, and even dangerous. From unearthing shocking revelations from inside the Trump White House, to an outrageous proposition from Ghislaine Maxwell, to interviewing gangsters Joe Bonanno and John Gotti Jr., Ira Rosen was behind the scenes of 60 Minutes' most sensational stories. Highly entertaining, dishy, and unforgettable, Ticking Clock is a never-before-told account of the most successful news show in American history.

To make the journey into the Now we will need to leave our analytical mind and its false created self, the ego, behind. From the very first page of Eckhart Tolle's extraordinary book, we move rapidly into a significantly higher altitude where we breathe a lighter air. We become connected to the indestructible essence of our Being, "The eternal, ever present One Life beyond the myriad forms of life that are subject to birth and death." Although the journey is challenging, Eckhart Tolle uses simple language and an easy question and answer format to guide us. A word of mouth phenomenon since its first publication, The Power of Now is one of those rare books with the power to create an experience in readers, one that can radically change their lives for the better.

Lead with charisma and confidence. Many leaders consider "executive presence"

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a make-or-break factor in high-powered promotions. But what is this elusive quality, and how do you develop it? This book explains how to build the charisma, confidence, and decisiveness that top leaders project. Whether you're delivering a critical presentation or managing a hectic meeting, you'll be inspired to approach the situation with new strength. This volume includes the work of: Deborah Tannen Amy J. C. Cuddy Amy Jen Su This collection of articles includes "Deconstructing Executive Presence," by John Beeson; "How New Managers Can Send the Right Leadership Signals," by Amy Jen Su; "To Sound Like a Leader, Think About What You Say, and How and When You Say It," by Rebecca Shambaugh; "Connect, Then Lead," by Amy J. C. Cuddy, Matthew Kohut, and John Neffinger; "The Power of Talk: Who Gets Heard and Why," by Deborah Tannen; and "Too Much Charisma Can Make Leaders Look Less Effective," by Jasmine Vergauwe, Bart Wille, Joeri Hofmans, Robert B. Kaiser, and Filip De Fruyt. HOW TO BE HUMAN AT WORK. The HBR Emotional Intelligence Series features smart, essential reading on the human side of professional life from the pages of Harvard Business Review. Each book in the series offers proven research showing how our emotions impact our work lives, practical advice for managing difficult people and situations, and inspiring essays on what it means to tend to our emotional well-being at work. Uplifting and

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practical, these books describe the social skills that are critical for ambitious professionals to master.

Executive Presence The Missing Link Between Merit and Success Harper Collins

Are you “leadership material?” More importantly, do others perceive you to be? Sylvia Ann Hewlett, a noted expert on workplace power and influence, shows you how to identify and embody the Executive Presence (EP) that you need to succeed. You can have the experience and qualifications of a leader, but without executive presence, you won't advance. EP is an amalgam of qualities that true leaders exude, a presence that telegraphs you're in charge or deserve to be. Articulating those qualities isn't easy, however. Based on a nationwide survey of college graduates working across a range of sectors and occupations, Sylvia Hewlett and the Center for Talent Innovation discovered that EP is a dynamic, cohesive mix of appearance, communication, and gravitas. While these elements are not equal, to have true EP, you must know how to use all of them to your advantage. Filled with eye-opening insights, analysis, and practical advice for both men and women, mixed with illustrative examples from executives learning to use the EP, Executive Presence will help you make the leap from working like an executive to feeling like an executive.

Presence-Based Coaching offers coaches a hands-on resource for developing the capacities and skills needed to be reliably present in all situations, and shows how to let go of habitual—and often ineffective—ways of responding. As author and leadership expert Doug Silsbee explains, once a coach has mastered the inner moves of directing their own attention, they can work to develop the same capability in their clients. The ability of a coach to facilitate

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lasting, sustainable development in leaders rests on the presence a coach offers to the coach-client relationship.

BRING THE TECHNIQUES OF THE STAGE TO THE BOARDROOM. For more than a decade, Belle Linda Halpern and Kathy Lubar have applied the lessons and expertise they have learned as performing artists to the work of their company, The Ariel Group. Halpern and Lubar have helped tens of thousands of executives at major companies around the country and the globe, including General Electric, Mobil Oil, Capital One, and Deloitte. In *Leadership Presence*, they make their time-tested strategies available to everyone, from high-profile CEOs to young professionals seeking promotion. Their practical, proven approach will enable you to develop the skills necessary to inspire confidence, command respect, build credibility, and motivate others. Halpern and Lubar teach you:

- How to handle tough situations with heightened confidence and flexibility
- How to build your relationships to enhance collaboration and business development
- How to express yourself dramatically and motivate others
- How to integrate your personal values into communication to inspire others and become a more effective leader

Learning the skills of the true performance experts, readers will understand why *Leadership Presence* is the key to dynamic and authentic leadership.

Reach your professional goals with strategies for building executive presence Whether you want to land a new job, succeed in your current role, secure a promotion, or change career paths, having up-to-date leadership skills is essential. *Executive Presence for the Modern Leader* is full of expert guidance and actionable steps for progressing in your career. You'll build the skills necessary to be more memorable, credible, and confident in the workplace. A breakdown of executive presence--Learn what executive presence entails, and explore the

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importance of emotional intelligence, communication, and authenticity. An exploration of leadership--Find straightforward explanations of different leadership styles, and take assessments to see which one you identify with so you can cultivate the leadership traits you want. Skill-building exercises--Strengthen your executive presence with thought-provoking writing prompts, business etiquette exercises, and more. A modern, inclusive approach--Read real stories about diverse leaders who embody executive presence at different stages of their careers. Take your leadership skills to the next level and thrive at work.

Find your signature voice People are drawn to and influenced by leaders who communicate authentically, connect easily with people, and have immediate impact. So how do you become one of them? How can you learn to “own the room”? This book will help you develop your leadership presence. According to Amy Jen Su and Muriel Maignan Wilkins, leadership presence is the ability to consistently and clearly articulate your value proposition while influencing and connecting with others. They offer a simple and compelling framework, as well as practical advice about how you can develop your own personal presence. No matter where you sit in an organization, you can “own the room” if you are able to do two things well: first, demonstrate your authentic value and distinction, and second, connect to others in a positive way. Leaders who are able to be authentic while connecting with and impacting others have what the authors call a “signature voice”—a means of self-expression that is uniquely and distinctly their own. Once you discover and express your own signature voice, you’ll be ready to take your leadership presence to the next level. Filled with real-life stories and examples, *Own the Room* demystifies the concept of presence and gives you the tools you need to identify and embrace your unique leadership voice—and have a greater impact on the world

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around you.

We've been conditioned to think about creative genius as a dichotomy: dreamers versus doers, creativity versus discipline, the spark versus the grind. But what if we're wrong? What if it's the spark and the grind? We love people whose creative genius arrives in sudden sparks of inspiration. Think of Archimedes in his bathtub or Newton under his apple tree. But we also admire people who work incredibly hard and long for their creative breakthroughs. Think of Edison in his lab, grinding through hundreds of failed variations on the lightbulb. We remember his words in tough times: "Genius is 1 percent inspiration, 99 percent perspiration." Now Erik Wahl, a visual artist, speaker, and entrepreneur, helps us unite the yin and yang of creativity—the dynamic new ideas with the dogged effort. He shows why we won't get far if we rely on the spark without the grind, or the grind without the spark. What the world really needs are the creators who can hold the two in balance. Fortunately, it's possible to get good at both, as Wahl knows from experience. After his corporate career suddenly ended, he pursued a spark—to paint photorealistic portraits—and ground it out until he got good enough to make very good art very quickly. That's the basis of his riveting live shows, which have captivated skeptical audiences who never expected to be inspired by art—and taught them to embrace creativity in a whole new way. This book offers surprising insights and practical advice about how to fan the sparks and make the grind more productive. Wahl deftly synthesizes the wisdom of other artists, philosophers, scientists, and business visionaries throughout history, along with his own views. Here's how he sums up his approach: The world needs people who enjoy swimming in ideas until they discover a great one. The world also needs doers who have a gift for activation, a.k.a. "getting s*** done." But the most potent individual creators in any

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industry or environment have learned how to be both. They've learned how to spark their grind and they've learned how to grind their sparks. As a result, they not only make things happen, they make great things. If you want to ensure constant creativity in your life and produce your most innovative work—this is your guide.

New York Times bestseller · This groundbreaking new book from New York Times bestselling author Daniel J. Siegel, M.D., introduces readers to his pioneering, science-based meditation practice. *Aware* provides practical instruction for mastering the Wheel of Awareness, a life-changing tool for cultivating more focus, presence, and peace in one's day-to-day life. An in-depth look at the science that underlies meditation's effectiveness, this book teaches readers how to harness the power of the principle "Where attention goes, neural firing flows, and neural connection grows." Siegel reveals how developing a Wheel of Awareness practice to focus attention, open awareness, and cultivate kind intention can literally help you grow a healthier brain and reduce fear, anxiety, and stress in your life. Whether you have no experience with a reflective practice or are an experienced practitioner, *Aware* is a hands-on guide that will enable you to become more focused and present, as well as more energized and emotionally resilient in the face of stress and the everyday challenges life throws your way.

A U.S. Marine chaplain offers an eyewitness account of the war in Iraq, detailing the day-to-day life on the battlefield and the faith that brought together the members of a U.S. Marine battalion and carried them through the perils and horrors of war. Reprint.

The Friday Masowe apostolics of Zimbabwe refer to themselves as "the

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Christians who don't read the Bible." They claim they do not need the Bible because they receive the Word of God "live and direct" from the Holy Spirit. In this insightful and sensitive historical ethnography, Matthew Engelke documents how this rejection of scripture speaks to longstanding concerns within Christianity over mediation and authority. The Bible, of course, has been a key medium through which Christians have recognized God's presence. But the apostolics perceive scripture as an unnecessary, even dangerous, mediator. For them, the materiality of the Bible marks a distance from the divine and prohibits the realization of a live and direct faith. Situating the Masowe case within a broad comparative framework, Engelke shows how their rejection of textual authority poses a problem of presence—which is to say, how the religious subject defines, and claims to construct, a relationship with the spiritual world through the semiotic potentials of language, actions, and objects. Written in a lively and accessible style, *A Problem of Presence* makes important contributions to the anthropology of Christianity, the history of religions in Africa, semiotics, and material culture studies.

Have you ever left a nerve-racking challenge and immediately wished for a do over? Maybe after a job interview, a performance, or a difficult conversation? The very moments that require us to be genuine and commanding can instead cause

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us to feel phony and powerless. Too often we approach our lives' biggest hurdles with dread, execute them with anxiety, and leave them with regret. By accessing our personal power, we can achieve "presence," the state in which we stop worrying about the impression we're making on others and instead adjust the impression we've been making on ourselves. As Harvard professor Amy Cuddy's revolutionary book reveals, we don't need to embark on a grand spiritual quest or complete an inner transformation to harness the power of presence. Instead, we need to nudge ourselves, moment by moment, by tweaking our body language, behavior, and mind-set in our day-to-day lives. Amy Cuddy has galvanized tens of millions of viewers around the world with her TED talk about "power poses." Now she presents the enthralling science underlying these and many other fascinating body-mind effects, and teaches us how to use simple techniques to liberate ourselves from fear in high-pressure moments, perform at our best, and connect with and empower others to do the same. Brilliantly researched, impassioned, and accessible, Presence is filled with stories of individuals who learned how to flourish during the stressful moments that once terrified them. Every reader will learn how to approach their biggest challenges with confidence instead of dread, and to leave them with satisfaction instead of regret. "Presence feels at once concrete and inspiring, simple but ambitious -- above all, truly

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powerful."-New York Times Book Review
Book about Executive Presence.

When some people speak, everyone listens. When they need commitment to projects, others jump on board. They just seem to have that indescribable "presence"--a subtle magnetic field around them wherever they go that signals authority and authenticity and attracts disciples with ease. Wouldn't it be incredible if doors opened as effortlessly for you? How amazing would it be if you could command the room like they do? You don't have to wonder; you can make it happen! Everyone, regardless of position or personality, can strengthen their presence. The Power of Presence shows how. The key is to cultivate the communication aptitude, mental attitude, and unique leadership style needed to connect with and motivate others. Filled with strategies, exercises, and personal stories from years spent coaching leaders, communications expert Kristi Hedges explains how to:

- Build relationships based on trust
- Rid yourself of limiting behaviors
- Embody the values you are trying to convey
- Explore how others see you and correct misperceptions
- Communicate in way that inspire
- And more

Everyone recognizes a commanding presence when they see it, and soon they'll see it in you!

Your idea may be groundbreaking. The potential profits might be exhilarating.

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The time to act may be right now. But if you're not able to craft and deliver a clear message that doesn't lead the audience to gain your perspective as well, that can be the difference between your pitch being transformational and becoming forgettable. Whether in a meeting or a presentation, a watercooler conversation or a formal speech, a leader's most important job is to clearly and effectively communicate. The Leader's Guide to Speaking with Presence is a concise tool kit containing more than 100 practical tips for creating and communicating meaningful messages with presence and authority. Readers will discover how to:

- Present their ideas clearly and provide context
- Radiate confidence and put the audience at ease
- Refine their delivery
- Use stories to inform, involve, and inspire
- Leverage the energy of any room
- Convey optimism tempered with reality to gain buy-in
- Turn PowerPoint presentations into performances
- And more

When a leader learns to own the room with an authentic and persuasive speech, the audience will become putty in his or her hands. This handy little guide helps leaders achieve the kind of genuine presence that evolves into lasting trust and quantifiable influence.

En undersøgelse af vores opfattelse af verden og om vores beslutninger, som er med til at skabe og forandre samfundet i årene fremover

Laugh-out-loud, deeply insightful, and emotion-filled essays from multitalented

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actress, comedian, podcaster, and writer Casey Wilson. Casey Wilson has a lot on her mind and she isn't afraid to share. In this dazzling collection, each essay skillfully constructed and brimming with emotion, she shares her thoughts on the joys and vagaries of modern-day womanhood and motherhood, introduces the not-quite-typical family that made her who she is, and persuasively argues that lowbrow pop culture is the perfect lens through which to examine human nature. Whether she's extolling the virtues of eating in bed, processing the humiliation over her father's late in life perm, mourning her mother's passing, or revealing her patented method for keeping the mystery alive in a marriage, Casey is witty, candid, and full of poignant and funny surprises. Humorous dives into her obsessions and areas of personal expertise—self-help, nice guys, cool girls (not her) and how to receive visitors in the bath—are matched by touching meditations on female friendship, anger, grief, motherhood, and identity. Reading *The Wreckage of My Presence* is like spending time with a close friend—a deeply passionate, full-tilt, joyous, excessive, compulsive, shameless, hungry-for-it-all, loyal, cheerleading friend. A friend who is ready for any big feelings that come her way—and isn't afraid to embrace them.

The book that cracks the code on executive presence: what it is, why it matters, and how you can achieve it. You know it when you see it. That rare combination

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of qualities that makes a truly great leader. Until now, executive presence has been hard to define and even harder to develop. But after years of extensive research, executive coach and bestselling author Suzanne Bates and her team have identified the 15 traits you need to be all the leader you can be. Using the research-based, scientifically-grounded Bates Executive Presence Index—Bates ExPITM—you can assess your ability to influence results and maximize your impact, scientifically and systematically. With this proven approach, you can:

- * Develop your presence in and out of the boardroom
- * Engage, inspire, align, and move others to act and succeed
- * Strengthen teams, drive change, and lead with incredible confidence
- * Make a real and lasting impact on your company, your career, and your life

Bates' groundbreaking approach to enhancing executive presence is not a one-size-fits-all plan. Since every leader is different, the book shows you how to measure your individual qualities using a three-dimensional model of your character, substance, and style. You'll discover how perceptions of 15 distinct facets of your leadership style, such as authenticity, integrity, composure, vision, and intentionality, are proven to help you drive results. . You'll learn how to leverage your strengths, improve your weaknesses, and develop an executive presence that is uniquely your own. Whether you're taking on a new executive position, facing new and exciting challenges, trying to build

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better and stronger team, or developing new emerging leaders within your organization, *All the Leader You Can Be* has all the guidance you need to achieve extraordinary executive presence.

Warning This is an independent addition to *When Breath Becomes Air*, meant to enhance your experience of the original book. If you have not yet bought the original copy, make sure to purchase it before buying this unofficial summary from aBookaDay. Amy Cuddy is known worldwide for her 2012 TED talk titled "Your Body Language Shapes Who You Are," which remains one of the most-viewed TED talks to date. The material from her talk is part of a larger body of her research on body language which reveals that it is possible to change how we perceive ourselves, how others perceive us, and even our own body chemistry by simply altering our body positions from ones of powerlessness to ones of power and presence. From this research was born Cuddy's book, *Presence*. Cuddy is a social psychologist and professor at Harvard Business School. Her research focuses on nonverbal behavior and its influence and has been published in some of the most respected academic journals as well as other major publications including *The New York Times* and *The Wall Street Journal*. In *Presence* Cuddy teaches readers about power, body language, and the state of presence. Most people experience high-stress, high-stakes situations in their

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lives. In these circumstances, when we most need to be confident and capable, we most often feel inadequate and powerless. By understanding how to achieve a state of presence, we can alter our behavior and, as a result, the outcome of these challenging situations. Cuddy teaches readers how to access our own personal power and achieve what she calls "presence" - a state in which we experience comfortable confidence and worry less about how others perceive us and more about how we perceive ourselves. While the techniques and tools necessary to achieve presence are somewhat complex, they are also practical, simple to execute, and accessible to anyone. We already possess the basic tools we need - such as breathing - to nudge ourselves slowly closer to becoming our most authentic, most confident selves. Cuddy's work is thorough, passionate, and accessible to anyone. Cuddy shares her own personal experiences as well as numerous stories of individuals - everyday people from all walks of life and all areas of the globe - who have learned to approach the most challenging situations in life with confidence instead of fear, emerging victorious and satisfied. Available on PC, Mac, iphone, android, tablet or Kindle device. (c) 2016 All Rights Reserved

Designing Presence offers a unique insight into the training that has helped people around the world to cultivate more presence in both professional and

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personal settings. It explains the research behind the method of Towards Vivencia, shares stories of how it has been implemented and offers practical exercises to apply it in any context. Presence is something that is often talked about but is difficult to pin down. We have all experienced moments when we felt one with what we are doing and with our environment. However, this feeling is usually fleeting and we don't know when or how we will experience it again. Towards Vivencia is the first methodology of its kind to train performers to locate and replicate that specific state of consciousness associated with presence and peak performance. Based on over 20 years of experience, combined with research in anthropology, philosophy and the latest advances in neuroscience, Towards Vivencia enables performers to become fully engaged with their experience in order to operate at their highest possible level. This book aims to equip readers with the ability to actively design their experiences and create lasting changes not only in how they approach performance but also how they approach their everyday lives.

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corporate battlefield a true leader's success is based upon his or her ability to communicate effectively, persuade others to follow a goal, and execute it. This leads to success for all. When the stakes are high, you're well advised to read this book first." Scott A. Gaines, vice president, Hertz Corporation "If you are seriously looking to be perceived in the light you choose, Executive Presence is the book that not only answers the question, but shows you how to apply the answers." Kevin Hogan, author of The Psychology of Persuasion "Harrison Monarth is a first-rate thinker who writes as clearly as he thinks. No matter where you are on the career ladder, Executive Presence will put you a step ahead of your competition." T. Scott Gross, author of Positively Outrageous Service "Most people know that to move up in your career, you need to have self-awareness and the ability to manage the perceptions of those whose opinions count. . . . Executive Presence is your comprehensive guide to help you become more proficient at self-marketing and the art of ethical persuasion to achieve your personal and professional goals." Larina Kase, PsyD, MBA, author of The Confident Leader and coauthor of the New York Times bestseller The Confident Speaker About the Book An expert in coaching high-level players in the art of perception management, Harrison Monarth reveals the critical difference between CEOs and those of us who wish to be CEOs. It's not a matter of intelligence, connections,

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or luck. It can be summed up in two words: executive presence. While most of us toil in obscurity and expect great things to follow, those on the path to corporate leadership spend their time perfecting the types of leadership communication skills that generate respect and get others to share their vision. They use these skills to establish how they are perceived by others and to manage their reputation throughout the organization. In other words, these soon-to-be top players have developed the presence of an executive through careful image management—and they make sure they have the goods to back it up. In *Executive Presence*, Monarth shows how you can seize control of your own career using the same skills. Inside, he explains how to: Accurately “read” people and predict their behavior Influence the perceptions of others Persuade those of opposing views to your side Create and maintain a personal “brand” Manage and control your online reputation Perform damage control when things go wrong Monarth’s conclusions aren’t based solely on his keen insight and extensive experience; they’re the result of the latest scientific research in interpersonal communication and human behavior. Talent and skills are important, but they alone won’t take you to the top of your organization. People reach highly influential positions because they deeply understand the power of perception and know how to leverage it in their favor. The good news is, anyone

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with the will to succeed can do it. Executive Presence provides all the techniques you need to take your career to the highest level of any organization.

Radical and hopeful -- Presence synthesises cutting-edge thinking, firsthand knowledge and ancient wisdom Presence: Human Purpose and the Field of the Future gives the reader an intimate look at the development of a new theory about change and learning. A book built around a series of wide-ranging conversations over a year and a half, Senge, Scharmer, Jaworski, and Flowers explore their own experiences and those of one hundred and fifty scientists and social and business entrepreneurs in an effort to explain how profound collective change occurs. Their journey of discovery articulates a new way of seeing the world, and of understanding our part in creating it -- as it is and as it might be. Presence explores the living fields that connect us to one another, to life more broadly, and, potentially, to what is "seeking to emerge." Seven capacities underlie our ability to see, sense, and realize new possibilities. Developing these capacities accesses a deeper level of learning that is the key to creating change that services the whole -- ourselves, our organizations and the communities of which we are a part.

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