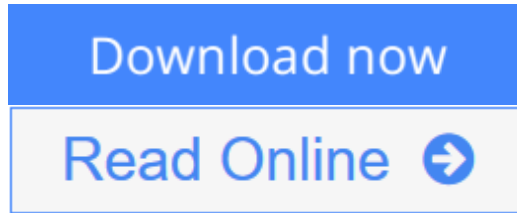


Leadership Presence

By Kathy Lubar, Belle Linda Halpern



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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. BACKCOVER: "As a leader, you are always in the spotlight. Leadership Presence teaches how to be masterful under that bright light . . . connecting more profoundly to those you lead and to yourself. A thought-provoking and highly practical guide to realizing your leadership potential". Jay Conger Professor, London Business School Author, Building Leaders, Based on years teaching senior executives at the Columbia Business School I can say that the ideas in this book are easy to apply and make a dramatic difference in leadership effectiveness. Infused with the magic of theater and illustrated with compelling stories, Leadership Presence is a fantastic resource for executives and executive educators?

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Editorial Review

From Publishers Weekly

What can leaders learn from actors? Stage presence, say Halpern and Lubar, former entertainers themselves and cofounders of the Ariel Group, a corporate training and coaching firm. In this first book, they translate stage presence into the PRES model. PRES, an acronym for being Present, Reaching out, Expressiveness and Self-knowing, represents the four qualities that make up leadership presence "the ability to connect authentically with the thoughts and feelings of others, in order to motivate and inspire them toward a desired outcome." Although the content is aimed at so-called soft leadership skills, the book follows a highly practical model. Each of the four characteristics is discussed in a tightly organized section that boils down to three rules and three guidelines for understanding and applying the quality. Each chapter is supported by a series of useful practice exercises, including some solid advice for dealing with stage fright. Most of the examples used in the book are drawn from either acting or business; the business examples are derived from common situations (how to handle a presentation, connect with the workforce in a new job, relate to co-workers and subordinates). As the book progresses, the "acting as leadership" metaphor gets a bit strained, but the techniques and tactics remain appropriate for the business audience. Using the craft of acting as the delivery medium is an entertaining twist on the typical interpersonal skills book, even if thoughtful readers may be hard-pressed to accept the intimate connection between acting and business leadership claimed by the authors.

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Review

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"Based on years teaching senior executives at the Columbia Business School I can say that the ideas in this book are easy to apply and make a dramatic difference in leadership effectiveness. Infused with the magic of theater and illustrated with compelling stories, *Leadership Presence* is a fantastic resource for executives and executive educators!"

—Professor Michael J. Fenlon, Associate Dean for Executive MBA Programs, Columbia Business School

"In *Leadership Presence*, Halpern and Lubar reveal what great leaders have always known: that the secret to having a commanding presence isn't about personal power, but about empowering others. Its inspiring stories will speak to anyone who interacts with others. It will be especially useful for experienced leaders who feel they aren't coming across as powerfully as they'd like."

—Kenneth H. Blanchard, Co-author of *The One Minute Manager* and *Full Steam Ahead!*

"The foundation of success in business (and in life) is the ability to authentically engage and connect with others. Using the profession of acting as the perfect metaphor, this book is a masterful guide for achieving true leadership success. I loved the mix of personal stories from clients and well-known actors and found *Leadership Presence* to be a powerful teaching tool. This book isn't just for business leaders, it's for anyone who wants to bring more passion, empathy and presence to all their relationships. I highly recommend it!"

—Cheryl Richardson, author of *Take Time for Your Life* and *Stand Up for Your Life*

"The ability to inspire and move others is difficult to define, yet impossible to ignore. *Leadership Presence*

unlocks the secrets of one of the most decisive and powerful aspects of human communication. If you want to better understand and develop leadership presence in yourself and others, read this book. Like its subject, this book is compelling – and impossible to ignore."

—James E. Copeland, Jr., Former Chief Executive Officer, Deloitte Touche Tohmatsu

"Finally there is a book where the insights of theatre, transformation and organizational learning have been brought together. Leaders of organizations have much to learn from those who have spent their lives understanding the nature of performance, keeping the beat going, and the power of truly showing up. In the end, productive and humane institutions depend on the integration of art and commerce. This book is a great beginning."

—Peter Block, Author, *The Answer to How Is Yes, Stewardship, Flawless Consulting, and Empowered Manager*

"It is relatively easy to describe what makes a leader, it's teaching people how to communicate the qualities of leadership that is difficult. *Leadership Presence* does just that. It doesn't just tell you what to do, it tells you how to do it."

—Mark C. Mazzarella, Co-author of *Reading People* and *Put Your Best Foot Forward*

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From the Back Cover

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—*Publishers Weekly*

Users Review

From reader reviews:

Patricia Jones:

Do you certainly one of people who can't read enjoyable if the sentence chained in the straightway, hold on guys that aren't like that. This Leadership Presence book is readable simply by you who hate the perfect word style. You will find the data here are arrange for enjoyable examining experience without leaving possibly decrease the knowledge that want to give to you. The writer associated with Leadership Presence content conveys thinking easily to understand by a lot of people. The printed and e-book are not different in the content but it just different available as it. So , do you nonetheless thinking Leadership Presence is not loveable to be your top collection reading book?

Michael Berube:

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Robert Polk:

A lot of people always spent their free time to vacation or perhaps go to the outside with them friends and family or their friend. Do you know? Many a lot of people spent they free time just watching TV, or maybe playing video games all day long. If you want to try to find a new activity here is look different you can read any book. It is really fun for yourself. If you enjoy the book that you read you can spent the whole day to reading a book. The book Leadership Presence it is extremely good to read. There are a lot of folks that recommended this book. These were enjoying reading this book. Should you did not have enough space to develop this book you can buy the e-book. You can m0ore easily to read this book from your smart phone. The price is not to cover but this book has high quality.

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