

Gravitas 67%

Communication 28%

Appearance 5%

Authenticity **100%**

# Executive Presence

*Experience Coaching*

**ProventusHR.com**

people | business | results



#Experiencelearning

Live Interactive Facilitated Experience



# Executive Presence

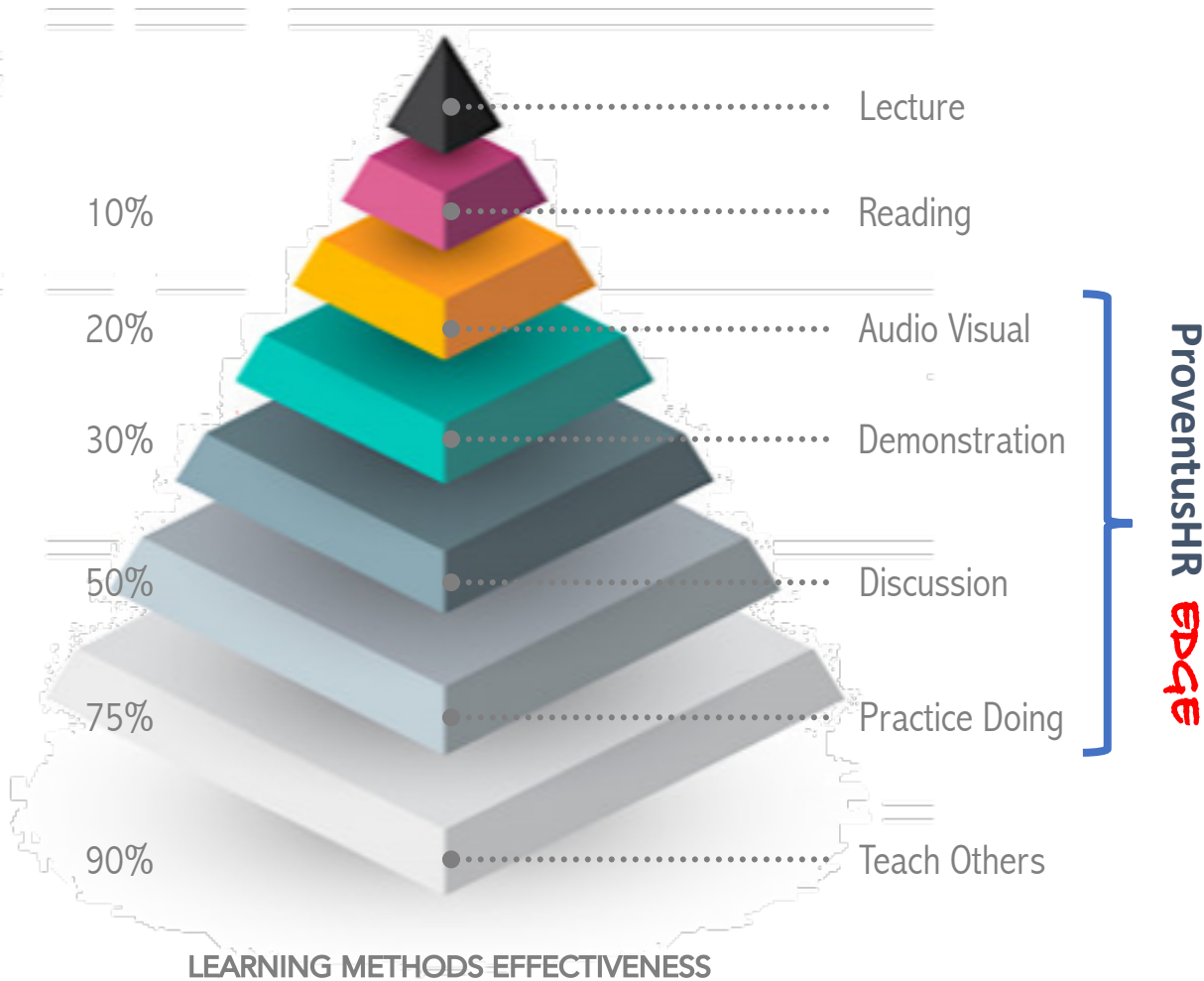
Authenticity 100%

**LIFE** enriched  
Work From Home  
Learn From Home

poweredBy  
**PROVENTUSHR**  
people » business » results



# Our Methodology



*We believe that people learn best through experiences, exploring, creating, connecting and interacting with the world and each other, not through sitting and looking at slides!*

*We specialise in facilitating experiences, where executive participants can learn and apply their learnings in a **risk-free learning environment, simulating real life.***

*Towards this experience creation, we leverage Computed Simulations, REEL\Life (Movie based learning format), Rapid Prototyping, Socialisation, Gamification etc in our workshops.*



*"Your smile is your logo, your personality is your business card, how you leave others feeling after an interaction is your trademark."*

**APPROACH NOTE**



## 'Executive Presence' – Our Approach

We often talk about executive presence, gravitas or charisma with reference to those who seem to possess a set of characteristics that legitimise their place within the senior leadership of the organisation.

The EP Framework is based on experiences of senior leaders in organisations and by researching the content with successful executives through our work in executive coaching and talent development.

The model is **not** meant to include all the skills and competencies of a successful executive. For instance we have not included things like results focus or raw intelligence. This model is about presence and we have focussed on the areas we have found to have the most impact on this.



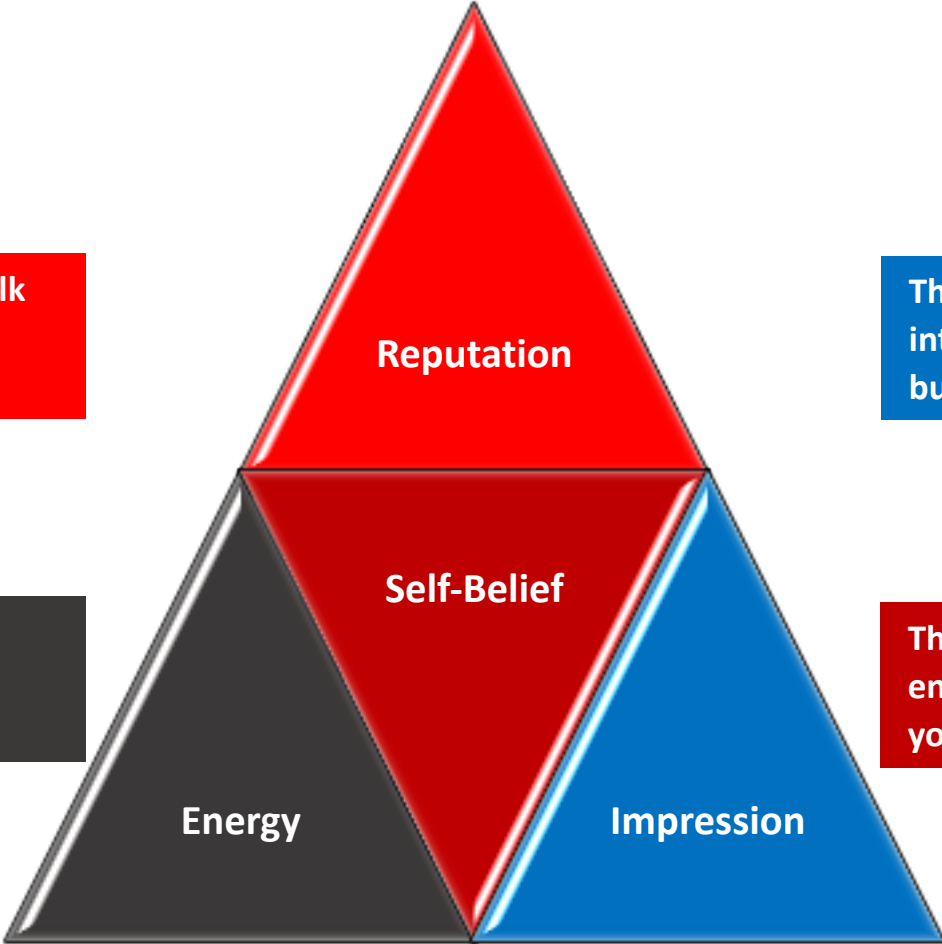
# Executive Presence - Framework

Your reputation, your brand, how people talk about you, how they describe or perceive you

The impression you create when you walk into a room or stand up at a conference. The buzz you create around you

Your perspectives on a problem, the areas that are on your radar, how you focus your energy

The core of who you are, Your passion, energies, self belief and self control. When you look in the mirror what do you see?



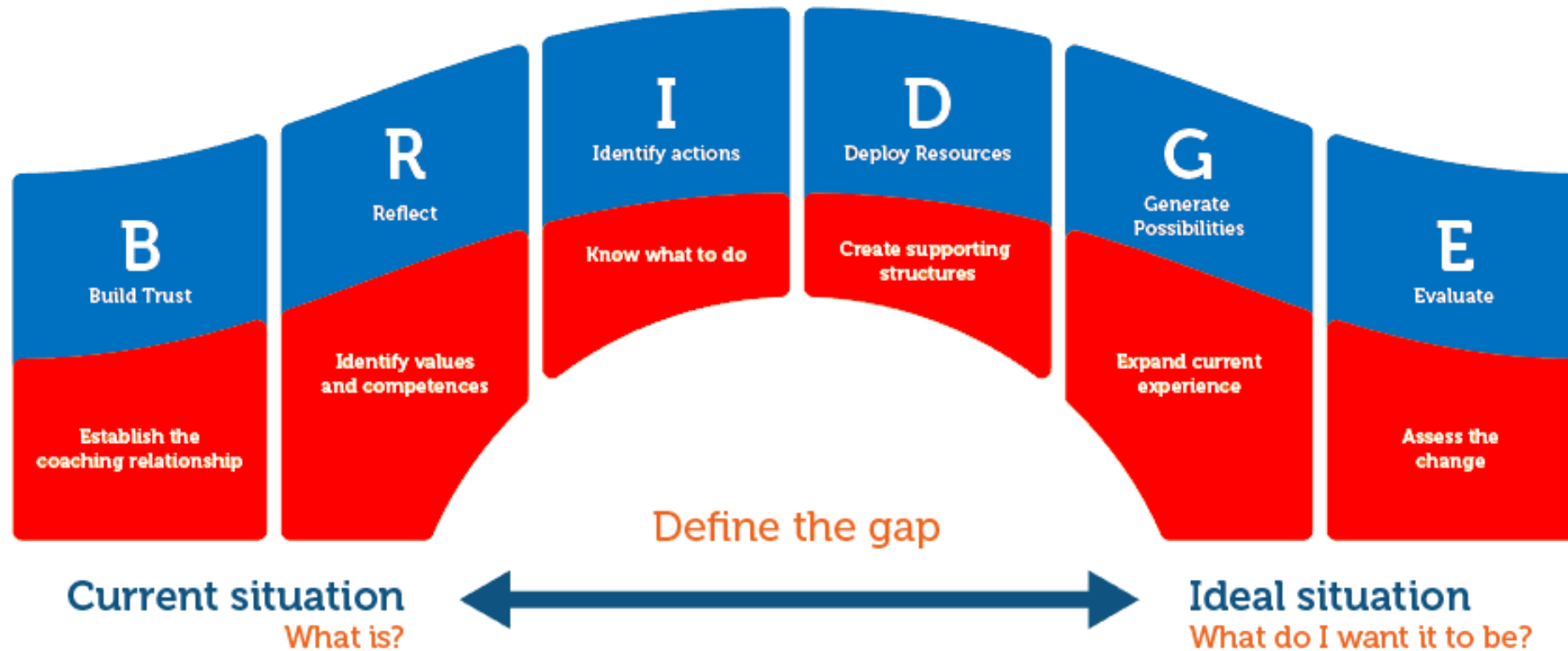
Four interdependent dimensions of Executive Presence.

Excellence in one dimension will not compensate for weakness in another. Executive Presence demands strengths and continued professional development across the board.





# Executive Presence – Our 6-Step Coaching Approach



4 - 6 month *#ExperienceLearning* Coaching to Bridge Capability





# Modules Detailed View

**L**ive **I**nteractive **F**acilitated **E**xperience **LIFE**





# Executive Presence - Detailed View



## Self Awareness

Executive Presence – Self Assessment  
Executive Presences – What it is – What it is not!  
The Masks we wear - Ideal Self  
Personal Brand & Reputation Paradox  
Self Esteem & Confidence



## Gravitas & Character

Presence & Confidence  
Emotions & Composure  
My Signature Voice  
Credibility & Character  
Internal-External Congruence  
THINK – SAY – DO



## Style & Communication

Poise & Posture – Power Source  
Distractions – Verbal/Non-Verbal  
Power Projection – Dressing & Space  
Message Construction  
Verbal Communication  
    Voice & Language  
Non-Verbal Communication  
    Expression, Gestures & Space



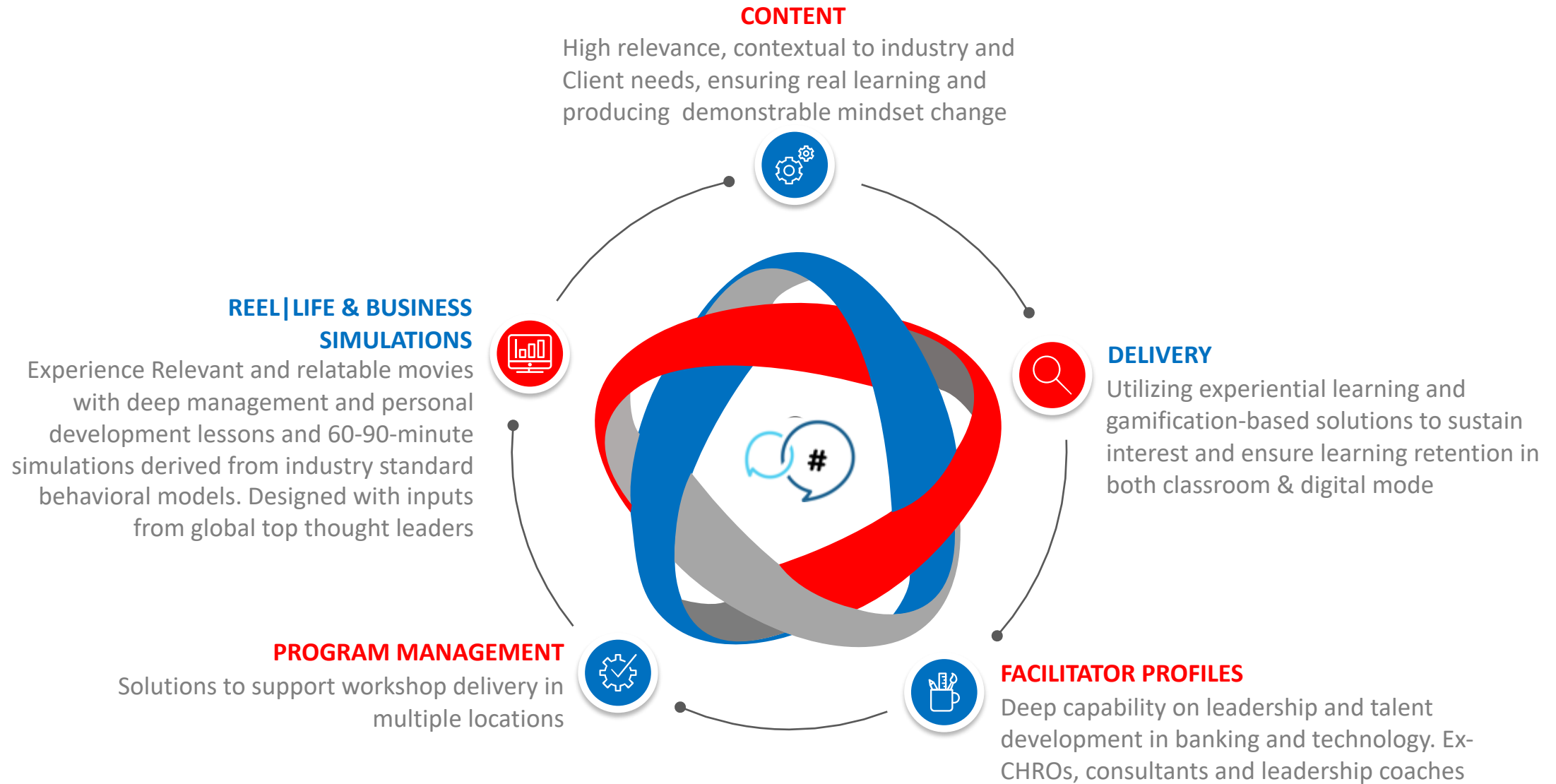
# Our Credentials



Our business	Talent transformation by enabling a world class experience for top talent in high performance cultures.
Year est.	2016
Team strength	5 Consultants, certified facilitators across India
Office locations	Headquarters: Mumbai Offices: Mumbai * Delhi-NCR * Hyderabad * Chennai
Customers	Large corporate houses and Government Institutions including Credit Suisse, Phillips Lightings (Signify), Accor-IGH, Tata Consulting Engineers, Shuttl, EDS, Mahindra & Mahindra, GSK Pharma, Brady Corp, AllCargo Logistics, Procter & Gamble, BNP Paribas, Kotak Life Insurance, Indian Army, Indian Navy, Hindustan Unilever (HUL), TechnipFMC, KPMG, Global Analytics, MSCI, Hyundai, Renault-Nissan, Daimler-Benz, FedEx, Saint Gobain, The Energy Research Institute of India (TERI), CIPLA, Vishnu Group of Institutions, National Academy of Direct Taxes, Tata Consultancy Services, Time Inc. and more...
Offerings	Transformative talent solutions for: <ul style="list-style-type: none"><li>• Assessments</li><li>• Development</li><li>• Engagement</li><li>• Employee LifeCycle Management</li></ul>
Delivery Principles	Our Delivery philosophy is designed to leverage Immersive Contextual Approach to facilitate Reflection, Deliberation and Self Directed Discovery to help participants relate Learning to their Work Context.
Methodology	Experiential Learning using Andragogy, Gamification, Simulations (online), Curated Prototyping, Movie Review based immersive reflection



# Why ProventusHR is the Right Learning Partner for you





# ProventusHR Client List


## Sectoral Presence

AUTOMOTIVE	CONSULTING	FMCG	GOVERNMENT	INFOTECH	OIL & GAS	BFSI
EDUCATION	GLOBAL SCM	HEALTH/PHARMA	ITES/KPO	MANUFACTURING	QSR / FOOD	TRAVEL

### Automotive

Daimler  
Hyundai  
Mahindra & Mahindra  
Renault  
Tata Motors

### Consulting

Ernst & Young  
KPMG  
Netrika  
Tata Consulting Engineers

### FMCG & Consumer Products

Crompton Ltd.  
Godrej Consumer Products  
Procter & Gamble  
Philips  
Unilever

### Government of India

Indian Navy  
Indian Army  
National Academy of Direct Taxes (IRS Officer Trainees)

### Information Technology

Infosys  
LanXess  
Mindtree  
Tata Consultancy Services

### Not for Profit

The Energy & Resources Institute

### Oil and Gas

Bharat Petroleum  
Indian Oil Terminals Limited  
TechnipFMC

### Banking and Financial Services

Bank of Baroda  
Bajaj Allianz  
Barclays  
BNP Paribas  
Credit Suisse  
Kotak Life Insurance  
Liberty Videocon  
MSCI

### Education

Vishnu Group  
VIBGYOR Schools

### Global Supply Chain

All-Cargo  
FedEx

### Health and Pharmaceuticals

CIPLA  
GlaxoSmithKline

### ITES and Knowledge Services

Brady Corp  
Here Technologies  
Intelenet  
Time Inc.

### Manufacturing

International Papers  
KEC Ltd  
Saint-Gobain  
Siemens

### Quick Service Restaurants

Dominos  
Dunkin Donuts

### Travel and Hospitality

Indigo Hotels  
Vistara