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COURSE BROCHURE

Executive Presence and Influence Training Course

1 – 5 November 2027
Rome

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Ref: 641_23852 **Date:** 1 – 5 November 2027 **Location:** Rome **Fees:** 6200 GBP

Executive Presence and Influence Training Course is a 1-week training course for functional directors, transformation leads and corporate heads, who leave with an Executive Influence Blueprint built for their leadership mandate. Modern organisations demand leaders who project authority under pressure, align multi-stakeholder decisions and communicate strategic intent with conviction. Jupiter Prime Training delivers this course to equip leaders with diagnostic rigor and authentic behavioural command.

Why Executive Presence and Influence Matters Now

Senior leadership evaluation has shifted from technical tenure toward the deliberate mastery of personal authority, stakeholder alignment and contextual communication. Executive committees and governing boards demand that leaders communicate concise trade-offs, sustain emotional self-regulation during operational friction and project poise across volatile corporate transitions. Without measured presence, strategic initiatives stall when navigating competing functional agendas; with it, leaders secure executive sponsorship and drive cross-functional adoption. The course builds upon the Sylvia Ann Hewlett Coqual Model of executive presence, Daniel Goleman's Emotional Intelligence Competency Framework, Genos EQ behavioural assessments and the ProfileXT diagnostic approach.

Who Gains Most from Executive Presence and Influence

- Corporate directors who represent functional divisions before governing boards and executive review committees
- Transformation and operational heads who must secure alignment and capital for high-stakes enterprise initiatives
- Commercial and business unit leaders negotiating complex multi-party agreements across diverse industry environments
- Senior technical executives transitioning from functional subject-matter expertise into general executive stewardship
- Risk, audit and compliance leaders who must advise C-suite stakeholders with independence and firm conviction

Senior leadership teams that attend as a cross-functional cohort gain the most, as they establish unified standards for board-level reporting, mutual accountability and executive communication across operational silos.

Executive Presence and Influence Capabilities

Participants assess their leadership expression through validated diagnostic models and apply structured influence methods to real organisational challenges.

- Assess personal authority gaps and behavioral blind spots using psychometric and multi-rater indicators — executive sponsors
- Structure high-stakes boardroom recommendations that withstand scrutiny — governing committees
- Regulate non-verbal cues and physiological composure during adversarial questioning — oversight panels
- Align disparate divisional priorities into a shared enterprise consensus — cross-functional steering groups
- Communicate complex strategic trade-offs concisely without technical clutter — executive committee members
- Deploy empathetic listening and framing techniques to resolve strategic conflict — senior operational partners

Key Executive Presence and Influence Terms

- Gravitas — The demonstrated ability to project poise under pressure, convey decisiveness and signal integrity during high-stakes corporate interactions.
- Authority gap — The measurable distance between a professional's technical capability and perceived leadership stature evaluated by senior executives.
- Expression gap — The shortfall in communicating strategic vision succinctly and persuasively across varied institutional stakeholder groups.
- Context gap — A failure to adapt professional demeanor, dress, and communication tone to the specific corporate environment.
- Self-regulation — The emotional intelligence competency that enables an executive to manage disruptive impulses and maintain composure under operational stress.
- Stakeholder mapping — The structured categorisation of internal and external decision makers based on their institutional influence, interests and alignment.

Executive Presence and Influence Day by Day

Day 1: Diagnostics and Executive Gravitas

- Coqual Model Dimensions — Evaluating Gravitas, Communication and Appearance Drivers
- ProfileXT Mapping — Diagnosing the Authority Gap in Strategic Leadership
- Daniel Goleman Framework — Establishing Foundations in Emotional Self-Awareness
- Poise Under Pressure — Managing Cognitive Overload in Crisis Environments
- Integrity Signals — Building Fiduciary Trust Across Senior Corporate Coalitions

Day 2: Emotional Intelligence and Interpersonal Dynamics

- Genos EQ Competencies — Auditing Emotional Expression in High-Stakes Interactions
- Self-Regulation Strategies — Regulating Physiological Triggers During Adversarial Inquiries
- Empathy Profiling — Deciphering Hidden Stakeholder Motivations in Complex Negotiations
- Active Decisional Listening — Extracting Subtle Organizational Signals from Executive Peers
- Influence Styles Matrix — Adapting Persuasion Approaches to Contrasting Decision-Maker Archetypes

Day 3: Strategic Narrative and Executive Brevity

- Pyramid Principle Structuring — Delivering Bottom-Line Recommendations to Executive Committees
- Expression Gap Diagnostics — Eliminating Technical Jargon to Maximise C-Suite Resonance
- Framing Strategic Trade-Offs — Presenting Financial and Operational Risks with Decisiveness
- Handling Hostile Cross-Examination — Structuring Defensible Responses to Unanticipated Questions
- Sector Influence Cases — Comparing Healthcare Mergers and Industrial Manufacturing Restructuring

Day 4: Contextual Presence and Institutional Alignment

- Context Gap Analysis — Calibrating Personal Polish and Formality to Institutional Norms
- Boardroom Demeanor Metrics — Projecting Authority Through Spatial Command and Voice Modulation
- Stakeholder Coalition Building — Aligning Competing Departmental Agendas Behind Common Strategy
- Informal Power Networks — Exercising Lateral Influence Across Matrixed Operational Structures
- Ethical Persuasion Boundaries — Maintaining Leadership Credibility Through Objective Evidence

Day 5: Practising Executive Presence and Applied Blueprints

- Video-Recorded Delivery Clinics — Applying Day 3 Brevity Principles Under Peer Scrutiny
- Crisis Simulation Scenarios — Testing Day 2 Emotional Self-Regulation Under Severe Friction
- Board Committee Mock Hearings — Applying Day 1 Gravitas Under Hostile Cross-Examination
- Peer Feedback Calibration — Refining Personal Presence Metrics Against Established Standards
- Executive Influence Blueprint — Formulating Stakeholder Engagement Strategies for Corporate Mandates

Applying Executive Presence and Influence After the Course

- Conduct a structured authority-gap review with an executive mentor to establish two observable behavioural goals for upcoming board meetings.
- Apply the bottom-line narrative framework to your next quarterly steering committee presentation and measure the reduction in stakeholder friction.

Executive Presence and Influence Questions FAQ

What is executive presence and influence, and why does it matter now?

Executive presence and influence is the ability to command confidence, lead decisions and align stakeholders under high stakes. It matters now because distributed teams, rapid transformations and heightened board oversight require leaders who communicate strategic trade-offs with emotional composure and clear authority rather than relying solely on hierarchical power.

Which roles gain most from executive presence and influence training?

Functional directors, division heads and senior managers preparing for enterprise leadership roles gain the most. If you must present recommendations to governing boards, negotiate with commercial counterparties or rally cross-functional peers around contentious transformation agendas, this curriculum addresses the specific communication challenges and relational dynamics you routinely encounter.

How does this course differ from conventional public speaking courses?

Public speaking focuses primarily on rhetorical delivery and slide design. This course evaluates leadership through validated diagnostic instruments, emotional intelligence competencies, behavioural authority and boardroom governance dynamics, ensuring you can manage real corporate friction, handle hostile cross-examination and drive consensus rather than merely delivering polished speeches.

What work product do participants bring back from this course?

You return with an Executive Influence Blueprint built around a live corporate initiative. It outlines your personal authority diagnostics, communication framing for high-stakes stakeholders, emotional self-regulation triggers, and an implementation roadmap to align competing departmental interests behind your critical strategic proposals.

Executive Presence and Influence: The Way Forward

The Executive Influence Blueprint informs the executive's first critical strategic presentation following the course, detailing the stakeholder mapping, messaging hierarchy, and composure checkpoints necessary to secure organisational buy-in. Senior sponsors and executive committee members use this artefact to review strategic readiness, establishing a rigorous feedback mechanism that leadership teams revisit before every major commercial negotiation or board governance review.