

**PK Narayanan**

CEO Coach

**Enhance your Leadership presence!**

*10 ways to build upon your leadership presence*



PK helps you Scale-up your Business,  
Enhance your Leadership Presence and  
Position your Business for Long-term Success!

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When I ask 'about heart attack' to my music enthusiast friend, she starts talking about Trey Songz.

When I ask a heart surgeon the same question, the version is totally different.

When I ask my bereaved friend, the version is different from both.

Same question, completely different answers. Vastly different perspectives. Still, am at ease receiving them, when I listen, when I afford them the freedom-to-answer.

As a Leader, do I listen? Do I afford (others) the 'freedom-to-answer' to questions I ask?

Trust is an essential part of Leadership presence; A Business Leader wants to be trusted - inside and outside the business.

How do I build, enhance my Trustworthiness?

A study by Jack Zenger and Joseph Folkman published in HBR found there are 3 key elements to Trust:

1. Positive relationships
2. Good judgment / expertise
3. Consistency

The good news is that it's possible to work consciously to build, enhance Trust!

4 Things the Great Leaders have In Common are:

1. Leadership Presence: Being present. In whole. Creating a presence even when physically absent!
2. Clarity: Great Leaders chase Clarity relentlessly. Clarity leads to insights that are relevant.
3. Walk the talk: Great Leaders walk the talk. They are authentic and trustworthy.
4. Concern for Society: Great Leaders genuinely care - for the Society, Communities, the Environment.



While giving (or receiving) feedback, the emphasis is on the past. It has its benefits, shortcomings.

When we practice Feed-forward, the focus shifts to the future - to forward-looking, future-oriented solutions. For example, from providing critical feedback on the way a Customer was handled, to Feed-forward, providing suggestions and encouragement on handling Customers going forward.

Feed-forward enhances leadership presence. Can we practice consciously?

Leadership is about being decisive; and taking decisions on-time.

A recent survey found, among CEOs fired over issues related to decision making, only a third lost their jobs due to bad decisions; the rest were ousted for being indecisive.

Taking decisions and keep moving at an appropriate pace is crucial for enhancing Leadership presence.

Leadership is about getting the priorities right. It's easier said than done, though.

Getting the priorities right necessitates drawing insights that are relevant and deriving clarity. This requires enhanced Leadership presence.

Am I investing enough on enhancing my Leadership presence?

Setbacks happen - in business, in personal life.

What also happens with each of them are learnings.

Let's look for it.

Let's not miss it.

Leadership is about getting people to be their best versions.

One of the ways to bring about the best is to ask the question -‘Is this the best that we can do at this point in time?’

Also, when I’m the best version of myself, am likely to get the best version of people around me!



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## Planning

We spend a lot of time thinking and planning ‘what to do’.

Equally important is to think and plan ‘what not to do / what to stop doing’

You'll never change your life until you change something you do daily - John C. Maxwell.

What we do on a daily basis matters.

What we do on a daily basis leads to what we become, the outcomes we get, the impact we generate.

If I want results different from what am getting, I need to change something that I do daily; and stay committed to that change; on a daily basis.



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**Get started now!**

If You're ready to stop playing small and start seeing extraordinary outcomes

You're in the right place.

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