

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!

pk@pknarayanan.com

|

+91 98453 90141

|

pknarayanan.com



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Introduction

The content of this e-book is designed in a way to read and reflect.

Therefore, my request is that the book is read page-by-page and reflected upon; than reading it all at one-go!

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 when receiving them; when I listen with openness; when I afford them the freedom to answer.

As a Leader, am I open when listening?

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

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 consciously build, enhance Trustworthiness.

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, and appropriate actions.
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, and shortcomings as well.

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.



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Being Decisive

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 - for not taking decisions.

Being decisive helps enhancing Leadership Presence.



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Getting the Priorities Right

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

Getting the priorities right requires deriving clarity, drawing insights that are relevant.

This requires enhancing our Leadership Presence.

Am I investing enough on enhancing my Leadership Presence?

Simplifying inspires action.

When we simplify, we are effective, more efficient, more productive, less stressed.

One of the ways to Simplifying is cutting things down to its essence - minimalizing - rooting out extra steps; and doing only what's truly needed.

This could be with respect to the product / service we offer, processes we follow, meetings, reports, reviews, communication (including e-mails).

As a Leader, am I Simplifying (enough)?



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Becoming Best Versions

Leadership is about getting people to be their best versions, which leads to collective brilliance.

One of the questions we need to ask often is -‘Is this the best that we can do at this point in time?’

Also, when I’m the best version of myself, am more likely to get the best versions of people around.



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Planning

We end up spending 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 - says John C. Maxwell.

What we do on a daily basis matters a lot.

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.

Get started now!

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+91 98453 90141