Developing Your Leadership Presence

Sell yourself and your ideas with poise, power and passion

2 DAYS IN TORONTO
You’ve gained valuable experience and you have higher aspirations. Take the next step. We’re ready when you are.

Smith School of Business is renowned for excellence, innovation and leadership in business education. From establishing the first undergraduate business degree a century ago, to founding the first university-level Executive Education Centre in the Canadian market, Smith School of Business is at the forefront of preparing participants and students for the marketplace.

SMITH SCHOOL OF BUSINESS BY THE NUMBERS

3,200
STUDENTS ANNUALLY

26,000+
ALUMNI ACROSS THE GLOBE

120
AWARD-WINNING FACULTY AND PROFESSORS

8,000
APPLICATIONS RECEIVED ANNUALLY FOR 500 SEATS IN CANADA’S MOST PRESTIGIOUS UNDERGRAD PROGRAM

15
GRADUATE PROGRAMS AND ONE PHD PROGRAM

120+
PARTNERSHIPS WITH INTERNATIONAL BUSINESS SCHOOLS
Developing Your Leadership Presence

As a leader, your ability to make things happen is contingent on how much your influence inspires and motivates those around you.

The best communicators understand that exhibiting a strong presence goes well beyond the words they choose to say. How and where a message is delivered are equally important.

This highly interactive experiential program will stretch you to think differently. You’ll first learn concepts using topics not found in a typical work context, encouraging creativity and experimentation. Then you’ll apply new skills to address real workplace challenges, including how to establish an authentic and engaging presence when communicating.

Expert facilitators work in groups and personalized one-on-one coaching sessions to help you deepen your awareness of personal strengths and development areas, and address your real business communication challenges.

In this program you will learn to:

- Present yourself and your ideas with authenticity, authority and inspiration by integrating the four core areas of your own unique personal communication style: voice, body, mind and emotion
- Build and maintain trust, social capital and influence with your teams and stakeholders by generating connection and engagement at every interaction
- Leverage your full toolkit of personal presence skills in order to heighten your presence and effectively influence your audiences
- Tap into and effectively articulate your most important personal and organizational values in order to craft a fulfilling and meaningful identity as a leader in a rapidly changing world

Available Via Live, In-Person Delivery

Attend the program in an immersive, in-person environment at Smith Toronto, located at 200 Front Street West, in the heart of Toronto’s downtown financial district.

Enrollment for this program is limited to maintain low student-facilitator ratios.
This program is built on a 4-part model for Leadership Presence Mastery

Module 1

Honing Personal Style for Projecting Confidence and Competence
- Deepen your awareness and skills with practice and personal coaching in emotion, imagination, spontaneity, passion and energy to develop a powerful and authentic leadership presence brand and style
- Experience our best-in-class immersive, entertaining and interactive video conference social learning curriculum
- Identify and explore your own professional communication goals and aspirations that will form the blue-print of your learning journey

Building Trust and Relationship through Self-Reflection, Listening and Empathy
- Explore and identify your own personal and professional values in order to build a foundation for your leadership communication brand
- Learn and practice a toolkit of techniques for managing work-life balance, personal energy, “zoom fatigue” and authentic social engagement in the virtual world
- Use narrative intelligence (metaphor and story-telling) as an effective tool for sharing personal experiences, selling your ideas and building relationships

Module 2

Consultative Dialogue, Client and Customer Interaction and Team Leadership
- Deepen your ability to listen deeply and dialogue with clients and customers, internal teams and external stakeholders in order to remotely facilitate engaged and collaborative creative processes
- Explore and integrate models and frameworks for virtual leadership that will allow you to excel in the emerging hybrid world of live and remote organizational communication
- Learn and refine your skills as a trusted advisor, people manager and coach

Application Clinic – Feedback and Coaching on Applying Presence and Communication Skills to Real Workplace Scenarios
- Practice the skills of communicating in high-stakes, challenging internal and client situations that require careful problem-solving techniques and solutions grounded in emotional intelligence
- Work closely with your learning team to apply skills, rehearse scenarios and receive individualized coaching and feedback on your style and effectiveness as a team leader in your own real-time situations
- Envision a future learning path for your growth and mastery of Leadership Presence as a set of skills that will support your evolution and success in your life and career
Location
SmithToronto is located at 200 Front Street West and is in the heart of Toronto’s downtown financial district. This location provides an immersive, in-person environment for participants to learn and network.

Pricing
$3,700 plus HST
This fee includes a continental breakfast, lunch, and snacks each day, all programming materials, and post-program support.

Personal Benefits
- Inspire, motivate and lead more effectively
- Build more positive relationships
- Deliver succinct, clear and articulate messages
- Get more buy-in from your team, colleagues, and clients
- Learn how to use your authentic, unique personality to connect more strongly to those around you
- Learn how to be persuasive and influential

Organizational Benefits
- More effective and inspiring leaders
- Improved motivation amongst employees
- More authentic communicators in your leadership team

A Recognized Symbol of Excellence
Participants who complete the program earn the Developing Your Leadership Presence program certificate.
SmithToronto is located on the 30th floor, 200 Front Street West in the heart of Canada’s financial centre and is easily accessible by GO, subway and the PATH system.

Smith School of Business delivers many programs and classes at SmithToronto and it is home to the Master of Finance, Master of Management Analytics, and Master of Management in Artificial Intelligence programs. The site includes classrooms, meeting rooms, staff offices, special events spaces, and a variety of multi-media presentation systems.

As well, it includes three Boardroom Learning Centres with fully interactive videoconference capabilities. These rooms are used to deliver classes for Smith’s Executive and Accelerated MBA programs.
Christopher von Baeyer
Instructor,
Queen’s Executive Education

Christopher began his research and professional practice over 35 years ago as an undergraduate at Harvard University. He has since developed an international reputation as a thought leader and expert practitioner in the field of Leadership Presence. Chris is deeply committed to employing the arts as a creative tool for promoting dialogue on issues of social and civic concern. For 10 years he served as the Artistic Director for Toronto Playback Theatre, which he founded with the mission of providing improvisational and audience-interactive theatre for diverse communities in the Toronto area.
QUEEN'S EXECUTIVE EDUCATION BY THE NUMBERS

37,000+
ALUMNI OF OUR EXECUTIVE EDUCATION PROGRAMS

95%
OF PARTICIPANTS WOULD RECOMMEND TO A COLLEAGUE OR FRIEND

7,000+
ORGANIZATIONS HAVE SENT MANAGERS AND EXECUTIVES TO OUR PROGRAMS

70+
COUNTRIES FROM WHICH MANAGERS AND EXECUTIVES HAVE PARTICIPATED IN OUR PROGRAMS
Smith School of Business is an Employer Partner of the Canadian Centre for Diversity and Inclusion.