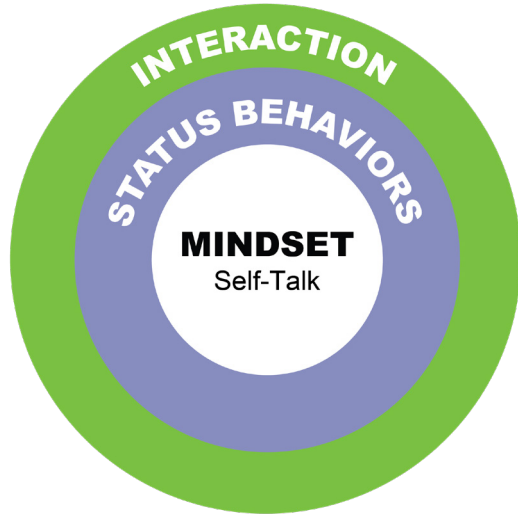


Raise or Lower Your Status



Low-Status Behaviors

- Avoid eye contact
- Take up less space (fold arms, hunch shoulders)
- Touch face or hair
- Smile continuously
- Seek permission
- Respond vs. initiate
- Qualify point of view: *"I might be wrong, but..."*

Lower your status when you want to...

- Allow space for others to contribute
- Demonstrate willingness to learn and make mistakes
- Connect with lower-status individuals
- Show respect and empathy

High-Status Behaviors

- Make eye contact
- Take up space (body and voice)
- Make statements
- Move with purpose
- Listen actively
- Take verbal pauses
- Offer opinions
- Initiate discussions

Raise your status when you want to...

- Establish credibility
- Convey confidence
- Capture attention
- Connect with other higher-status individuals

Executive Presence



Managing Self-Talk

Recognize it

Record it (write it down)

Rethink it

- Is your self-talk helping?
- What realistic self-talk would be *more* helpful?

Repeat it

- Reinforce your new self-talk



Restating

State your understanding of what the speaker says:

- Briefly (keep it short)
- Include feelings when part of the speaker's message
- In your own words
- Only the essence



Listening Questions

Be curious

(check self-talk)

Preview before you ask

- Explain why you're asking the question or how you'll use the answer

Use open-ended phrasing

- "How...?"
- "What...?"

