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## Observable Behaviors Of Executive Presence

When people talk about “executive presence,” they’re usually talking about a set of observable behaviors that they associate with confidence, competence, and warmth.

They are:



Behavior

### 02

## Gestures

What it looks like

Descriptive gestures

What it does

Engages audience, projects comfort.

Behavior

### 04

## Language

What it looks like

Avoids filler words (um, uh), tentative language (sort of, kind of), and acronyms/jargon

What it does

Plain, thoughtful language connects with audience.

Behavior

### 06

## Facial Expressions

What it looks like

Warm, curious expression. Doesn't betray unconscious negative emotions.

What it does

Warm, curious expression signals to audience that you are interested and confident.

Behavior

### 01

## Posture

What it looks like

Erect and symmetrical

What it does

Projects comfort, command.

Behavior

### 03

## Movement

What it looks like

Moves purposefully, doesn't pace or fidget

What it does

Movement commands attention and gets points across.

Behavior

### 05

## Voice

What it looks like

Controls pitch, modulation, and volume

What it does

Controlled pitch increases credibility. Varying modulation creates engagement. Intentionality with volume displays control.

Behavior

### 07

## Dress

What it looks like

Non-distracting

What it does

Shows that you understand your cultural context and career trajectory. Doesn't distract from your message.