

# LEADING WITH PRESENCE

## Endorsements

*Do you want to get a good grasp of the fundamentals of effective leadership communication? Then I strongly recommend you read this book by three world-leading experts on leadership communication. Drawing on their years of experience teaching executives and MBA students, this well researched and accessible book combines deep insights from academic research with practical exercises and tips on how to alter your presence and voice and become a better communicator yourself in the process. If there is one book that you should read on persuasion and communication in the workplace, then surely this is the one!*

**Joep Cornelissen**, Professor at Rotterdam School of Management, Erasmus University, and author of *Corporate Communication: A Guide to Theory and Practice* (SAGE, 6th edition).

*Leading with Presence is a great read for anyone interested in how to better manage themselves and their teams. The book shows how we can use our bodies and our environments to perform up to our potential. It is filled with interesting anecdotes and the latest psychology on learning and performance.*

**Sian Beilock**, PhD, is the author of *Choke* and *How the Body Knows its Mind* and President of Barnard College at Columbia University

*Executive presence; we recognize it instantly the moment we are confronted with it...the authors finally succeeded in demystifying the notion of “presence” and nonverbal behaviour in leadership by establishing a unique connection between vast scientific knowledge and practical tools that will enable leaders to further increase their impact...*

**Ronald de Jong** is Distinguished Professor of Practice in Business, Tilburg University, Chairman of the Philips Foundation and a Retired Member of the Executive Committee, Royal Philips.

*In this book a triple synergy comes together; science, experience, and practical applicability, like in the training at RSM and several of their trainings. It is inspiring and reflects where you are. Provides valuable insights and is useful regardless your level of professional experience.*

**Kirsten van Benthem**, Commercial Manager, Catalyze – Life Science Consultancy

*Leading with Presence is an invaluable guide for anyone who seeks to ensure that their body and voice contribute to their positive impact. Antonie, Milly and Steffen’s collaboration have resulted in a treasure trove of principles, stories and exercises underpinned by thorough scientific evidence that will make you think about and enhance your non-verbal cues in a whole new way.*

**Nicola Kleyn**, Professor of Corporate Marketing and Dean of Executive Education at Rotterdam School of Management

*Effective communication is key for successful leadership. Yet respective books and seminars tend to only focus on verbal communication, while reducing non-verbal communication to a side-note. This book is therefore a breath of fresh air. It takes non-verbal communication center-stage by marrying science with practice and presenting concrete exercises and how-to-dos. An accessible read that makes it easy to get better at what matters most as a leader: effective communication.*

**Professor Dr. Niels Van Quaquebeke**, Kühne Logistics University & University of Exeter

*How do you get noticed and how do you connect to your audience? Seemingly two separate questions, the authors of *Leading with Presence* convincingly explain and teach us that these issues are two sides of the same coin. Based on the most recent scientific insights, this book offers a very practical guideline to improve your Presence through tons of helpful exercises. A must have in your business book library.*

**Renske Paans-Over**, CHRO, Global head of talent, Randstad

# LEADING WITH PRESENCE

Fundamental Tools and Insights for  
Impactful, Engaging Leadership

By

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INVESTOR IN PEOPLE

# CONTENTS

<i>List of Figures</i>	ix
<i>List of Exercises</i>	xi
<i>About the Authors</i>	xv
<i>Acknowledgments</i>	xvii
1 Setting the Stage – Introduction to Presence; Our Definition, Inspiration, Values and Backgrounds	1
The inspiration for our book	1
Who we are: our values and how it applies to Presence	3
Leadership and what it means to us	5
So what is Presence?	7
How our background connects with Presence	8
Aren't you just born with Presence, or can you work on it?	11
A note on culture	12
A note on language	13
A note on what this book is, and what it is not about	13
A helicopter view of our chapters	14
2 Understanding Presence as a Body–Mind Connection – A Scientific Perspective on the Body–Mind Connection, and its Relation to Presence	17
Presence and nonverbal communication	17
Reading the body	22
Feeling the body	27
Body and mind	29
A final note on replicability of previous research findings	31
Conclusion	32

3	Emotional Intelligence and Authenticity – Using Your Emotions to Strengthen Your Leadership	39
	Introduction on emotions	39
	Emotional intelligence (EI)	42
	Salovey and Mayer EI model	43
	<i>Perceiving and Expressing Emotions</i>	43
	<i>Using emotions</i>	44
	<i>Understanding emotions</i>	45
	<i>Regulating Emotions</i>	46
	The Goleman EI model	46
	<i>Self-awareness: Recognizing, Understanding Your Emotions</i>	47
	<i>Self-regulation: managing Your Emotions</i>	48
	<i>Motivation</i>	50
	<i>Empathy for others: recognizing and understanding other people’s emotions</i>	51
	<i>Social skills such as proficiency in managing relationships and building networks: managing relationships</i>	54
	Emotions and communication	55
	EI, leadership and performance	56
	Working on your EI	57
	Authenticity	58
	Authenticity and vulnerability	60
	Authenticity and leadership	62
	Why feeling inauthentic might actually be a good thing	65
	How to use the body–mind connection to work on your Presence	67
	<i>Awareness through observation</i>	69
	<i>Inhibition, or simply said: Learn how to give up old habits</i>	69
	<i>Giving (mental) direction to movement</i>	70
	Conclusion	71
4	The Toolbox – A Practical Tool to Grow and Strengthen Your Presence	79
	Introduction	79
	Physiological/physical responses to stress	81
	The autonomic nervous system	82
	Fight, flight or freeze	83

Recovery and balance	84
The Toolbox	86
<i>A neutral, centered state of being</i>	86
<i>The four elements of the Toolbox</i>	90
<i>Pre-Toolbox: Warm-up</i>	91
<i>Toolbox Element: Grounding</i>	94
<i>Toolbox Element: Aligning</i>	98
<i>Toolbox Element: Breathing</i>	113
<i>Toolbox Element: Connecting</i>	129
Conclusion	148
5 The Voice – Vocal Variation and Expression:	
Key Elements to Strengthen Your Presence	153
Why your voice matters	153
Some pitfalls in using your voice	158
Training your voice: a personal journey	160
Some vocal anatomy	162
Suggestions for practicing the vocal exercises	163
Vocal warm-up	169
Tools for your voice: vocal basics	173
<i>Vocal basics: register/pitch</i>	173
<i>Vocal basics: volume</i>	181
<i>Vocal basics: tempo</i>	190
<i>The power of pauses, an important aspect of tempo</i>	194
<i>Vocal basics: emphasis</i>	202
<i>Vocal basics: diction, articulation and clarity</i>	206
Vocal coloring: expression and connection	212
<i>Imagination and vocal coloring</i>	214
<i>Movement and vocal coloring</i>	217
Practicing your voice 3.0	224
Conclusion	225
6 Expressiveness – Leadership Presence through	
Movement, Gestures and the Use of Space	231
What to do with those hands?	232
Gestures and movement	235
Movement and learning	235
Conclusion	251

7	Practicing Presence – Strengthen Your (Online and Offline) Presence in Your Daily Professional Life	253
	Getting valuable feedback with a “buddy system”	253
	Presentations	259
	Technical notes on presenting	264
	Storytelling	266
	The power of storytelling	268
	Stories as a powerful communication tool	269
	Storytelling and leadership Presence	270
	The elements of storytelling	271
	Phone – and video – conferencing: your online Presence	280
	Job interviews and other important meetings	287
	Conclusion	292
8	Epilogue	295
	Index	299



# LIST OF FIGURES

## Chapter 4

Fig. 1:	Image of Toolbox, grounding as a tree rooting in the earth	97
Fig. 2:	Aligning along your central vertical axis	102
Fig. 3:	The pelvic “water” bowl	103
Fig. 4:	Grounding with your head gently floating upward	105
Fig. 5:	Aligning while wearing your crown	106
Fig. 6:	Alignment of the head	107
Fig. 7:	Horizontal axis at ear level	107
Fig. 8:	Aligning along the horizontal and vertical axes	111
Fig. 9:	The diaphragm	116
Fig. 10:	Breathing from the diaphragm	120
Fig. 11:	Active sitting	122
Fig. 12:	Active sitting with rooted feet	123
Fig. 13:	(A and B) Exploring your kinesphere	133
Fig. 14:	Focused vision and peripheral vision	138

## Chapter 5

Fig. 15:	Vocal anatomy	162
Fig. 16:	Hearing your own voice	169
Fig. 17:	Voice bubbling/lax vox therapy	172
Fig. 18:	Resonating through your whole body	177
Fig. 19:	Image of loudspeakers around the center of the body	189
Fig. 20:	Active articulation; mouth movements	208

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# LIST OF EXERCISES

## Chapter 2

Exercise 2.1: Experiencing our nonverbal communication	21
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## Chapter 4

Exercise 4.1: Warming up the body	91
4.1.1: Tapping	91
4.1.2: Stretching	92
4.1.3: Feet	93
Exercise 4.2: Practicing grounding	95
Exercise 4.3: Practicing alignment	100
4.3.1: Walking from your center	100
4.3.2: Create length and space	101
4.3.3: Aligning the pelvis: the pelvic bowl image	102
4.3.4: The string, or balloon	104
4.3.5: The crown	104
4.3.6: Alignment of your head	106
4.3.7: Alignment of the rib cage and chest	108
4.3.8: Alignment of the shoulders	109
4.3.9: Releasing arms and hands	109
4.3.10: Checking and integrating alignment	110
Exercise 4.4: Practicing breathing	118
4.4.1: Observing your breath while lying down	118
4.4.2: The breathing cycle	119
4.4.3: Breathing from the diaphragm	120
4.4.4: Active sitting	122
4.4.5: Candle breath	124
4.4.6: Shock breath	124
4.4.7: Sobbing breath	125

4.4.8:	Dog breath	125
4.4.9:	Mirror breath, opening your throat	126
4.4.10:	Making space for breath	126
4.4.11:	Controlled breathing	126
4.4.12:	Standing: full body breath	127
Exercise 4.5:	Practicing connecting	133
4.5.1:	Exploration of your personal space	133
4.5.2:	Exploration of the space around you; spatial awareness and peripheral vision	137
4.5.3:	Practicing eye contact	143
4.5.4:	Application of spatial awareness while walking	144
Chapter 5		
Exercise 5.1:	Voice exploration and awareness exercises	164
5.1.1:	Breath and sound	165
5.1.2:	Activating the diaphragm with sounds: the “steam train”	166
5.1.3:	Head position and sound	166
5.1.4:	Exploring the mouth as an acoustic box	167
5.1.5:	Hearing your own voice	168
Exercise 5.2:	Vocal warm-up	169
5.2.1:	Warming up the facial muscles	169
5.2.2:	Warming up the voice	171
5.2.3:	Voice bubbling/lax vox therapy	171
Exercise 5.3:	Register/pitch	175
5.3.1:	Working with a pitch app	175
5.3.2:	Sighing/yawning with pitch	175
5.3.3:	Grunting with various pitches	176
5.3.4:	Resonance: finding your lower, middle and higher registers	176
5.3.5:	Glides/sirens	178
5.3.6:	Working through pitch with characters	179
5.3.7:	Liveliness of speech versus a monotonous voice: practicing variety	180

Exercise 5.4:	Exploring volume	183
5.4.1:	Exploring volume with an open “ah” sound	183
5.4.2:	Practicing volume with vowel sounds at the beginning of a word	184
5.4.3:	Practicing volume with intention sentences	185
Exercise 5.5:	Playing with volume	187
5.5.1:	Varying with your volume	187
5.5.2:	Reading a text out loud from a book, etc. with volume	188
Exercise 5.6:	Practicing tempo of speaking	196
5.6.1:	Average tempo	197
5.6.2:	Slow tempo	197
5.6.3:	Fast tempo	198
Exercise 5.7:	Rhythm of speech; timing and flow	199
5.7.1:	Rhythm and tempo: monotonous or lively speech	200
5.7.2:	Rhythm and flow of speech	200
5.7.3:	Varying tempo, including the use of pauses	200
Exercise 5.8:	Working on your emphasis	203
5.8.1:	Emphasizing certain words to change meaning to a sentence	203
5.8.2:	Combining emphasis, pitch, volume and tempo to change your message	204
5.8.3:	Using emphasis to convey emotion	204
5.8.4:	Using a speech to practice emphasis	204
Exercise 5.9:	Practicing with articulation	207
5.9.1:	Moving your face	207
5.9.2:	The cork	207
5.9.3:	Plosive sounds	208
5.9.4:	Tongue twisters to enhance clarity and diction	209
5.9.5:	Iolanthe’s nightmare song	210
5.9.6:	Articulatory agility	210

Exercise 5.10:	Vocal coloring and imagination	214
	5.10.1: Pssst and Kshhht exercise	214
	5.10.2: The HEY exercise	215
	5.10.3: Sentences in three emotions	216
Exercise 5.11:	Vocal coloring and movement	218
	5.11.1: Enthusiasm, joy	218
	5.11.2: Determination	219
	5.11.3: Compassion	222
Chapter 6		
Exercise 6.1:	Exploring hand rest positions	234
Exercise 6.2:	Exploring gesture and movement	239
	6.2.1: Gestures, movement and kinesphere	239
	6.2.2: Isolated movement or whole-body movement	241
	6.2.3: Movement phrasing	242
	6.2.4: Facial expression	243
	6.2.5: Conscious or subconscious movement	244
	6.2.6: Moving through space during presentations	245
	6.2.7: Sitting during presentations and meetings	248
Chapter 7		
Exercise 7.1:	The “buddy system”	255
Exercise 7.2:	Practicing with an actual presentation	260
Exercise 7.3:	Understanding and building storytelling	272
Exercise 7.4:	Practicing storytelling	278
Exercise 7.5:	The pitch	279
Exercise 7.6:	Being present; what is getting in the way?	289
Exercise 7.7:	Be SMART and set yourself goals	291

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