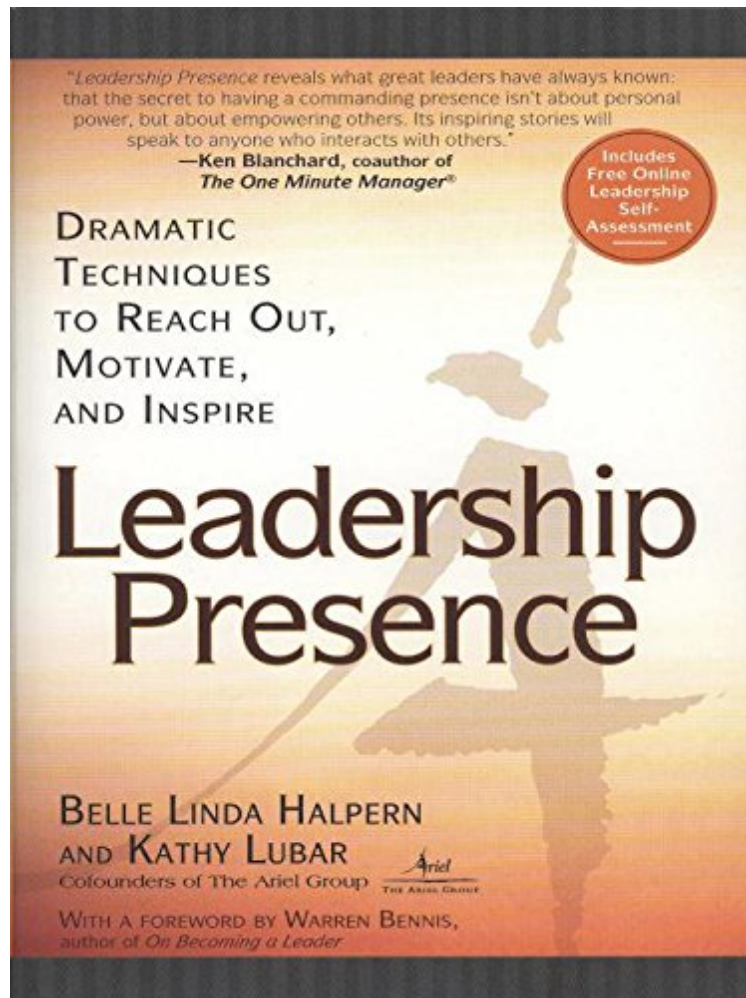


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Leadership Presence

Kathy Lubar, Belle Linda Halpern
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Kathy Lubar, Belle Linda Halpern : Leadership Presence before purchasing it in order to gauge whether or not it would be worth my time, and all praised Leadership Presence:

2 of 2 people found the following review helpful. A great performance isn't actingBy S. M. JohnstonI came across this book because one of the authors, Belle Linda Halpern, was one of my singing coaches. A talented musical storyteller and interpreter of cabaret song, she's also a savvy business woman and communication trainer. She helps business leaders apply performance skills to their presenting and organizational communication. "Leadership Presence" shares her ideas through the experiences of those she has worked with. The paradox of great performance is that it requires authenticity and vulnerability. For a performance to work, it can't be "performed" but must be grounded in real character, feelings, and values. Belle Linda gets this - and shares it with those fortunate enough to learn from her. As I become more and more involved in coaching presenters, I'm rereading this book, published in 2003, and finding it even more valuable the second time around. I'd say it's well worth the investment of time to gain the authors' valuable

perspective. 0 of 0 people found the following review helpful. It's okay. By Jedidiah The books feels like more of a marketing book. I never finished it, but got about halfway through it. It's okay. 1 of 1 people found the following review helpful. Very practical. By M. Hansen Very valuable contribution to the often overlooked detail of how body language and mental presence go hand in hand. I got it as a mandatory course reading, but to be honest, I use it more for work and daily life.

BRING THE TECHNIQUES OF THE STAGE TO THE BOARDROOM. For more than a decade, Belle Linda Halpern and Kathy Lubar have applied the lessons and expertise they have learned as performing artists to the work of their company, The Ariel Group. Halpern and Lubar have helped tens of thousands of executives at major companies around the country and the globe, including General Electric, Mobil Oil, Capital One, and Deloitte. In *Leadership Presence*, they make their time-tested strategies available to everyone, from high-profile CEOs to young professionals seeking promotion. Their practical, proven approach will enable you to develop the skills necessary to inspire confidence, command respect, build credibility, and motivate others. Halpern and Lubar teach you: * How to handle tough situations with heightened confidence and flexibility * How to build your relationships to enhance collaboration and business development * How to express yourself dramatically and motivate others * How to integrate your personal values into communication to inspire others and become a more effective leader "Learning the skills of the true performance experts, readers will understand why *Leadership Presence* is the key to dynamic and authentic leadership. **BACKCOVER:** As a leader, you are always in the spotlight. *Leadership Presence* teaches how to be masterful under that bright light...connecting more profoundly to those you lead and to yourself. A thought-provoking and highly practical guide to realizing your leadership potential." Jay Conger Professor, London Business School Author, *Building Leaders* "Based on years teaching senior executives at the Columbia Business School I can say that the ideas in this book are easy to apply and make a dramatic difference in leadership effectiveness. Infused with the magic of theater and illustrated with compelling stories, *Leadership Presence* is a fantastic resource for executives and executive educators!" Professor Michael J. Fenlon, Associate Dean for Executive MBA Programs, Columbia Business School "In *Leadership Presence*, Halpern and Lubar reveal what great leaders have always known: that the secret to having a commanding presence isn't about personal power, but about empowering others. Its inspiring stories will speak to anyone who interacts with others. It will be especially useful for experienced leaders who feel they aren't coming across as powerfully as they'd like." Kenneth H. Blanchard, Co-author of *The One Minute Manager* and *Full Steam Ahead!* "The foundation of success in business (and in life) is the ability to authentically engage and connect with others. Using the profession of acting as the perfect metaphor, this book is a masterful guide for achieving true leadership success. I loved the mix of personal stories from clients and well-known actors and found *Leadership Presence* to be a powerful teaching tool. This book isn't just for business leaders, it's for anyone who wants to bring more passion, empathy and presence to all their relationships. I highly recommend it!" Cheryl Richardson, author of *Take Time for Your Life* and *Stand Up for Your Life* "The ability to inspire and move others is difficult to define, yet impossible to ignore. *Leadership Presence* unlocks the secrets of one of the most decisive and powerful aspects of human communication. If you want to better understand and develop leadership presence in yourself and others, read this book. Like its subject, this book is compelling and impossible to ignore." James E. Copeland, Jr., Former Chief Executive Officer, Deloitte Touche Tohmatsu Finally there is a book where the insights of theatre, transformation and organizational learning have been brought together. Leaders of organizations have much to learn from those who have spent their lives understand....

From Publishers Weekly What can leaders learn from actors? Stage presence, say Halpern and Lubar, former entertainers themselves and cofounders of the Ariel Group, a corporate training and coaching firm. In this first book, they translate stage presence into the PRES model. PRES, an acronym for being Present, Reaching out, Expressiveness and Self-knowing, represents the four qualities that make up leadership presence "the ability to connect authentically with the thoughts and feelings of others, in order to motivate and inspire them toward a desired outcome." Although the content is aimed at so-called soft leadership skills, the book follows a highly practical model. Each of the four characteristics is discussed in a tightly organized section that boils down to three rules and three guidelines for understanding and applying the quality. Each chapter is supported by a series of useful practice exercises, including some solid advice for dealing with stage fright. Most of the examples used in the book are drawn from either acting or business; the business examples are derived from common situations (how to handle a presentation, connect with the workforce in a new job, relate to co-workers and subordinates). As the book progresses, the "acting as leadership" metaphor gets a bit strained, but the techniques and tactics remain appropriate for the business audience. Using the craft of acting as the delivery medium is an entertaining twist on the typical interpersonal skills book, even if thoughtful readers may be hard-pressed to accept the intimate connection between acting and business leadership claimed by the authors. Copyright 2003 Reed Business Information, Inc. "As a leader, you are always in the spotlight. *Leadership Presence* teaches how to be masterful under that bright light...connecting more profoundly to those you lead and to yourself. A thought-provoking and highly practical guide to realizing your leadership potential." —Jay

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