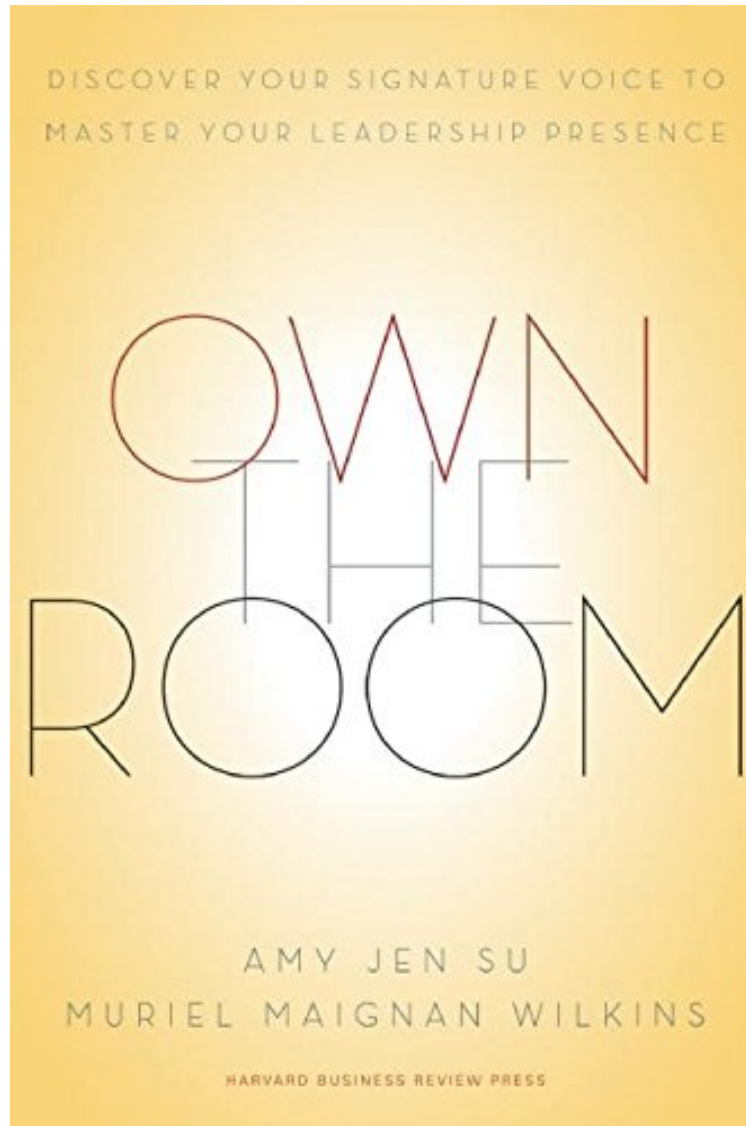


(Free download) Own the Room: Discover Your Signature Voice to Master Your Leadership Presence

Own the Room: Discover Your Signature Voice to Master Your Leadership Presence

Amy Jen Su, Muriel Maignan Wilkins
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Amy Jen Su, Muriel Maignan Wilkins : Own the Room: Discover Your Signature Voice to Master Your Leadership Presence before purchasing it in order to gauge whether or not it would be worth my time, and all praised Own the Room: Discover Your Signature Voice to Master Your Leadership Presence:

3 of 3 people found the following review helpful. Great read, just what I was looking for By TH in FCI ordered this book with the hope of gaining insight on how to enhance my presence when meeting with the principal's of my client

firm. The appeal of the book was Amy and Muriel's assertion that leaders are not just born, but also can be made. Naturally, they make it clear that developing the presence of a leader is neither an overnight process nor particularly easy. Only through diligent, conscientious effort can we really expect to make the desired progress toward effective leadership. Thankfully, this book provides a highly practical step-by-step system for carrying out this diligent effort. The authors utilize a series of thought-provoking drills and exercises that first help the reader to self-diagnose his natural tendencies/biases when assuming a leadership role. While those natural tendencies may have worked well in lower level roles, the authors make a compelling case for developing a "Signature Voice" to be truly effective when interacting with the most senior executives. A Signature Voice is truly personalized and authentic. It finds the appropriate balance of advocacy for oneself and for the team/organization that you represent. The system outlined in the book for discovering your Signature Voice is intuitive, realistic and, most importantly, achievable. I have already begun to incorporate many of the steps in my own day-to-day interactions and have seen immediate results. Own the Room is definitely worth having handy for on-going reference.

5 of 5 people found the following review helpful. A better answer to the quest for "executive presence"

By ABCSo many corporate leaders say they want to develop "executive presence" in order to advance their careers, but most lack a specific idea of what that means. This book provides a clear framework for understanding how one's "voice for self" and "voice for others" can be diagnosed, developed, and balanced to help attain a place at the table and then to be effective in exercising influence once there. The authors illustrate this with composite case studies as well as examples of known (famous) leaders. They also provide practical help and models to the reader for application to his or her own situation. Short of having a personal coach, you won't find better help than the wise counsel in this book. It has been great to be able to recommend a solid, accessible resource to colleagues and friends instead of just having vague exploratory conversations.

1 of 1 people found the following review helpful. Every current or aspiring leader and manager should read this book

By Celline TongfackI very much enjoyed this book. The authors show you how to enhance your presence from the inside-out. Muriel Maignan Wilkins and Amy Jen Su bring to light the importance of being authentic while still having a presence that is adaptable and connects with difference audiences. The skills they share will help you get your message across to any group of individuals and still own the room. I have worked with some leaders who come across to strong and at the end alienate people who work for them. What's shared in this book would help such an individual as well as the ones who can come off as too soft spoken. I also appreciated how the authors aim to dispel the myths about presence that often hold us back. In my opinion, every current or aspiring leader, manager or small business owner should read this book.

Find your signature voice

People are drawn to and influenced by leaders who communicate authentically, connect easily with people, and have immediate impact. So how do you become one of them? How can you learn to "own the room"? This book will help you develop your leadership presence. According to Amy Jen Su and Muriel Maignan Wilkins, leadership presence is the ability to consistently and clearly articulate your value proposition while influencing and connecting with others. They offer a simple and compelling framework, as well as practical advice about how you can develop your own personal presence. No matter where you sit in an organization, you can "own the room" if you are able to do two things well: first, demonstrate your authentic value and distinction, and second, connect to others in a positive way. Leaders who are able to be authentic while connecting with and impacting others have what the authors call a "signature voice"—a means of self-expression that is uniquely and distinctly their own. Once you discover and express your own signature voice, you'll be ready to take your leadership presence to the next level. Filled with real-life stories and examples, Own the Room demystifies the concept of presence and gives you the tools you need to identify and embrace your unique leadership voice—and have a greater impact on the world around you.