



The non-verbal advantage: Power & Presence

Gillian Leithman, PhD.

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How do you want to show up in the world?

I really want you to spend some time thinking about that question.

How do you want to be perceived in a professional context?

Most of us want to be seen as intelligent, competent, and successful. So we boast about our accomplishments and tell others about our latest wins. While we certainly want others to think of us as smart and capable, recent scientific findings reveal that we first need them to perceive us as friendly, nice, and trusting. In other words, we need to lead with warmth and follow with competence.

The following pages contain a number of golden nuggets that are sure to help you in your quest to master the non-verbal advantage.

Until we meet again, I wish you abundant success!

Dr. Gill

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PRESENCE

When we feel present, our speech, facial expressions, postures, & movements align. They **synchronize** & focus. And the internal convergence, the harmony is palpable and resonant - because it's real. It's what makes us compelling. We are no longer fighting ourselves; we are being ourselves. Our search for presence isn't about finding charisma or extraversion or carefully managing the impression that we are making on other people. It's all about honest, powerful connection that we create internally, with ourselves.

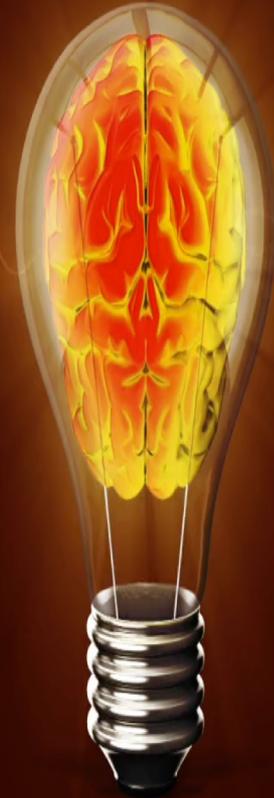
Amy Cuddy, PhD
Presence



EXERCISE

Recall a moment when you felt personally powerful. A time when you felt fully in control of your own psychological state. When you had the confidence to act on your boldest, most sincere self, with the sense that your actions would be effective. Maybe it was at work, school or home. Take a few minutes to remember that experience and how it felt.

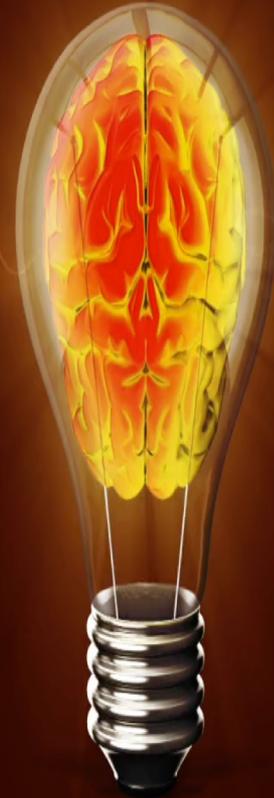
* Life Hack #1





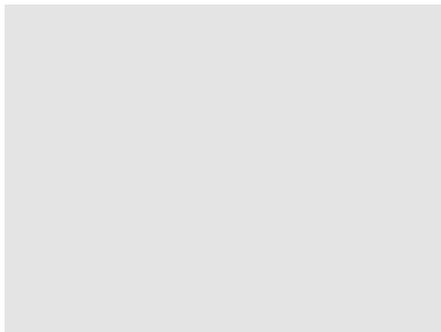
CALL UPON
THIS MEMORY
BEFORE YOUR
NEXT PIVOTAL
MOMENT

* Life Hack #2





When you land a job interview it means the firm recognizes your competence – now lead with warmth



SMILE





Speak in a
low tone of
voice



As if you are speaking to a friend

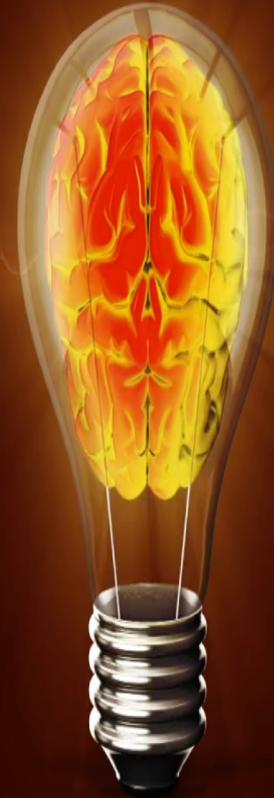
Listen & nod!





Make eye contact

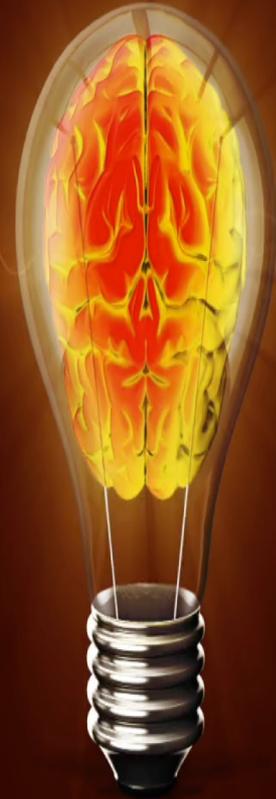
Life Hack #3



Notice the eye
colour of everyone
you meet



Life Hack #4



When receiving
critical feedback
avoid the desire to
look down – look
to the side



WANT TO GO FURTHER?

Watch Amy Cuddy's Ted Talk – your body language may shape who you are

Suggested Reading:

Presence by Amy Cuddy

Compelling People by John Neffinger and Matthew Kohut

DR. GILL'S BIO

Gillian Leithman, PhD is a corporate trainer specializing in health and wellness seminars & workshops. She has facilitated programs for some of Canada's premier organizations such as Bell Canada, Air Canada, Telus, Novartis, The RCMP, HSBC, BDC, Exxon Mobil & TD.

Much of Gillian's work centres on teaching employees and students soft skills training to help them deal effectively with professional and personal life challenges. She is an assistant professor in the department of Management at the John Molson School of Business and the Goodman Institute of Investment Management. When she is not teaching you can find her facilitating seminars and workshops.

Gillian is the founder of **Lifskillstoolbox.ca & Rewire to Retire.**

Reach out to her on linkedin