

## **American Management Association's Powerful Presence for Women**

### ***Learning Objectives***

- Identify Brain-Based Drivers Supporting Confidence for Powerful Presence
- Apply Proven Techniques that Enable an Authentic and Powerful Presence
- Recover from Presence Missteps and Continue with Confidence
- Journalize Transactions to Create a Balance Sheet

### ***Brain-Based Techniques to Achieve Confidence and Presence***

- Define Self-Efficacy and How It Can Ground the Idea of Confidence in Realistic Terms and Approaches
- Recognize Patterns of Both Positive and Unhelpful Self-Talk
- Explore How to Use Visualization Techniques to Generate Alternative Outcomes

### ***Managing First Impressions and Cultivating a Strong Presence***

- Understand How to Manage First Impressions and Perceptions
- Apply the P.I.E. Model to Assess Personal Workplace Perceptions
- Identify a Variety of Actions to Take When Needing to Recover from a Presence Slip-Up