**Synopsis of *Executive Presence***

**Sylvia Ann Hewlett**

**MK Morse - “Christ” Additions for *Incarnational Presence***

**Three Universal Dimensions – GRAVITAS, COMMUNICATION, and APPEARANCE**

1. **Gravitas - Christ in Me - Centered & Faithful**
	1. Top Traits (in order of value): Confidence & “Grace under Fire,” Decisiveness & “Showing Teeth,” Integrity & “Speaking Truth to Power,” Emotional Intelligence, Reputation & Standing/Credentials, Vision/Charisma
	2. Gravitas Blunders: Sexual impropriety, lack of integrity, flip-flopping, shallow/light-weight, inflated ego/bullying, Off-color-racially insensitive jokes
2. **Communication – Christ and Mission – Focus and Clarity**
	1. Top Traits (in order of value): Superior speaking skills, Ability to command a room, Forcefulness & Assertiveness, Ability to read a client/boss/a room, Sense of Humor & Ability to Banter, Body language/Posture
	2. Communication Blunders: High-pitched or shrill voice, constantly device checking, breathlessness & visible trembling, overreliance on notes/props, boredom/foot-tapping/doodling, crying, rambling and redundant, failure to establish eye contact
3. **Appearance – Christ Seen – Humility and Integrity**
	1. Top Traits (in order of value): Being Polished & Groomed, Physically attractive & Fit/Slim, Simple, stylish clothes that position you for your next job, Being tall, Being youthful & vigorous
	2. First Impressions – More make-up judged more attractive, competent, and trustworthy, and likeable
	3. Appearance Blunders for Women: Bottle blonde, flashy jewelry, too much make-up, plunging neckline & too short skirts, bitten/broken nails
	4. Female Appearance Blunders: Poorly maintained clothing, Too-tight clothing, Unkempt hair
4. **The Fine Line of Executive Presence**
	1. Too-self-aggrandizing Too self-deprecating
	2. Too aggressive Not assertive enough
	3. Too opinionated/shrill Unable to command the room
	4. Too blunt/direct Too nice
	5. Bloodless Hysterical
	6. Too provocatively dressed Too frumpy
	7. Looks too young Looks too old

**Executive Presence & Incarnational Presence**

**Questions:**

1. Should Christian women leaders care about *Executive Presence,* and if so why and how?
2. How do you differentiate between *Executive Presence* for success in the work place and *Incarnational Presence*?
3. How do you maintain a ‘centered’ *Incarnational Presence*?
4. What is your growing edge for *Incarnational Presence and Executive Presence*?

**Relevant Scriptures:**

* NRS **Matthew 28:18- 20** And Jesus came and said to them, "All authority in heaven and on earth has been given to me. Go therefore and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything that I have commanded you. And remember, I am with you always, to the end of the age."
* NRS **Matthew 10:16** "See, I am sending you out like sheep into the midst of wolves; so be wise as serpents and innocent as doves.”
* NRS **Mark 10:42-45** So Jesus called them and said to them, "You know that among the Gentiles those whom they recognize as their rulers lord it over them, and their great ones are tyrants over them. But it is not so among you; but whoever wishes to become great among you must be your servant, and whoever wishes to be first among you must be slave of all. For the Son of Man came not to be served but to serve, and to give his life a ransom for many."