



12 Steps to Power Presence: How to Assert Your Authority to Lead

By John Baldoni

AMACOM. Hardcover. Book Condition: New. Hardcover. 68 pages. Dimensions: 9.3in. x 6.3in. x 0.4in. Top 10 Things to Know about 12 Steps to Power Presence 12 Steps to Power Presence focuses on how leaders use their presence as a means of power and authority in order to encourage others to follow their lead. 1. Leaders project power through their presence. Leadership presence is the outward manifestation of leadership behavior. While leaders project their leadership, followers authorize it with their approval. Leadership presence is earned authority. 2. Leadership presence is more than style, more than communications. It is the projection of the leaders authentic self. That authenticity is comprised of a persons beliefs and convictions and reinforced by behavior. That is, its not the talk that matters its walking the talk that makes the difference. It is what leaders do to convince people to believe in them as people and as leaders. 3. While leaders project power through presence, it is followers who authorize it with their approval. Consider these examples: The plant manager who holds meetings on the shop floor to be close to the work; the school principal who walks down the hallway greeting by name the children who grin...



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