



# EXECUTIVE PRESENCE APPLIED<sup>®</sup>

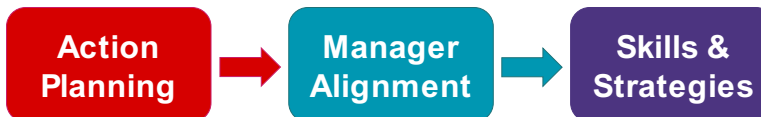
The qualities of a leader—as viewed by others—that engage, inspire, align, and move people to act.

## PROGRAM OVERVIEW

The Executive Presence Applied experience begins with the BTS ExPI™ 360 assessment. The data is consolidated in a confidential report and the coach will interpret the findings with the leader in the context of their role, business challenges and imperatives. The leader will come away with new insights that will guide the remainder of their development sessions.

### ExPI Assessment & Insights Session

Once the Bates ExPI™ Insights session has taken place, the leader will receive an additional three virtual coaching sessions to establish actions and to engage their sponsor in their development. The engagement is designed to take place within a 90-day period to jumpstart their development.



#### Development Session #1: Action Planning

The leader and coach collaborate in a 60-minute call to create a tailored action plan addressing development areas identified through Bates ExPI™ and relevant to the leader's business context.

#### Development Session #2: Manager Alignment

In a 60-minute session, the coach, leader, and direct manager align on needs, focus on scenarios, and identify stakeholder groups while reviewing the leader's action plan.

#### Development Session #3: Skills and Strategies

In the last 60-minute session, the coach and leader concentrate on developing skills in the leader's top areas of need, addressing lowest-rated facets, calendar priorities, and crucial business objectives. They also discuss strategies for effective follow-up conversations with raters.

## STRUCTURE

- **Kick-off:** Contract and Agreement Signature
- **Who:** Executive and Senior-level leaders
- **How:** Starts with a BTS ExPI™ 360 Assessment supported by a manager alignment session, an insight session and a skills and strategy session.
- **Where:** Zoom or MS Teams video conference – no travel required or in-person workshops.
- **Investment:** \$3,900
- **Registration:** [Let's Talk! Complimentary Discovery Discussion](#) a 30-minute complimentary discussion designed to explore needs & options

## COMMON OUTCOMES

- Increased confidence
- Enhanced leadership abilities
- Improved credibility
- Increased Influence
- Strengthened professional relationships.
- Improved decision making
- Enhanced personal brand
- Improved performance
- Increased visibility

## YOUR COACH – MARY PATRY



- ICF Professional Certified Corporate Coach
- 10+ years as Executive Coach and Advisor
- Former CIO and IT Executive
- 40+ years of hands-on IT leadership experience

*"Mary has an incredible ability to others manage through change bringing a vision and purpose to those around her. Mary provided me with insights and inspiration when I decided to retire and then again when I joined a new employer as a CIO."*

CIO, Biotechnology

JOIN US TODAY TO REDEFINE YOUR LEADERSHIP.

