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Executive Presence: The Missing Link Between Merit and Success



Par Sylvia Ann Hewlett
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Description :

Prsentation de l'diteurAre you leadership material? More importantly, do others perceive you to be? Sylvia Ann Hewlett, a noted expert on workplace power and influence, shows you how to identify and embody the Executive Presence (EP) that you need to succeed.You can have the experience and qualifications of a leader, but without executive presence, you won't advance. EP is an amalgam of qualities that true leaders exude, a presence that telegraphs you're in charge or deserve to be. Articulating those qualities isn't easy, however.Based on a nationwide survey of college graduates working across a range of sectors and occupations, Sylvia Hewlett and the Center for Talent Innovation discovered that EP is a dynamic, cohesive

mix of appearance, communication, and gravitas. While these elements are not equal, to have true EP, you must know how to use all of them to your advantage. Filled with eye-opening insights, analysis, and practical advice for both men and women, mixed with illustrative examples from executives learning to use the EP,

Executive Presence will help you make the leap from working like an executive to feeling like an executive. *Revue de presse* A solid guide for those looking to take their career to the next level (-Publishers Weekly) Sylvia Ann Hewlett's book is essential reading for anyone striving to minimize the gap between how others perceive you and how you want to be seen. Executive Presence will transform careers and unleash a current of previously untapped potential on the world. (Joanna Coles, Editor-in-Chief, *Cosmopolitan*) This is a powerful and urgent book for young professionals climbing the ladder. Credentials alone will not get you the next big opportunity, you also need Executive Presence - the ability to signal confidence and credibility.

(Sallie Krawcheck, *Business Leader*, 85 *Broads*) Sylvia Ann Hewlett has taken some of the mystery out of the claim that you just don't have what it takes in this groundbreaking book on Executive Presence. This book provides a simple guide that will help you crack the code to career success. (Katherine W. Phillips, Paul Calello Professor of Leadership and Ethics, Columbia Business School) Sylvia Ann Hewlett has put together the complete play book for high potential employees eager to develop the executive presence skills that will propel them to the top. In this book Hewlett explains what EP is, and how to get it. Its real,

pragmatic and brilliant! ('Tiger' Tyagarajan, President and CEO, Genpact) In this significant book, Sylvia Ann Hewlett challenges the conventional wisdom that executive presence is an innate quality that can barely be defined, much less developed. Anyone seeking to close the gap between their merit and their success could benefit from her practical, engaging, and humane advice. (Kenji Yoshino, Chief Justice Earl Warren Professor of Constitutional Law, NYU School of Law) Sylvia Ann Hewlett is once again leading the way by examining a critical component of business success, Executive Presence. She is a master at making a vague topic clear. She demystifies the meaning of Executive Presence and provides tangible, practical advice that readers can easily use to lift their game. (Anr Williams, President, Global Merchant Services, American Express) *Présentation de l'auteur* Are you leadership material? More importantly, do others perceive you to be?

Sylvia Ann Hewlett, a noted expert on workplace power and influence, shows you how to identify and embody the Executive Presence (EP) that you need to succeed. You can have the experience and qualifications of a leader, but without executive presence, you won't advance. EP is an amalgam of qualities that true leaders exude, a presence that telegraphs you're in charge or deserve to be. Articulating those qualities isn't easy, however. Based on a nationwide survey of college graduates working across a range of sectors and occupations, Sylvia Hewlett and the Center for Talent Innovation discovered that EP is a dynamic, cohesive mix of appearance, communication, and gravitas. While these elements are not equal, to have true EP, you must know how to use all of them to your advantage. Filled with eye-opening insights, analysis, and practical advice for both men and women, mixed with illustrative examples from executives learning to use the EP, Executive Presence will help you make the leap from working like an executive to feeling like an executive.