THE METHOD

# CASE STUDY: LEADERSHIP PERFORMANCE – EXECUTIVE PRESENCE

## CLIENT / CONTEXT

A leading global Engineering and aerospace organisation. UK leaders. 700+ participants.

## THE CHALLENGE

The organisation wanted its UK leadership team to embody an authentic Executive Presence - to be visible and available to others.

Leaders needed greater self-belief, confidence and the ability to consistently present the best version of themselves, particularly in challenging situations.

## THE SOLUTION

THE METHOD created a Performance Programme to help leaders take control of their performance and legacy, navigate difficult situations with confidence, and prepare for the next stage of their careers.

## PERFORMANCE PROGRAMME

### THE TOOLKITS:

- **THE HIGH PERFORMING SELF**
- **THE IMPACTFUL COMMUNICATOR**
- **THE INTELLIGENT INFLUENCER**
- **THE INSPIRING MESSENGER**

Four 180-minute sessions developed leaders' ability to embody their best professional self, communicate with impact, adapt their style to different people and make important messages more engaging and memorable.

### THE STUDIO:

- **REHEARSAL LAB**
- **PERFORMANCE COACHING**

Two 180-minute sessions gave participants opportunities to practise new behaviours in challenging rehearsal exercises, receive individual and group coaching and prepare for specific upcoming workplace situations.

# BUSINESS RESULTS

**Supported the organisation's leadership and growth objectives**

The programme contributed to the business goal of empowering UK leaders to embody an authentic Executive Presence that was visible and available to others. Improved leadership performance also contributed to the organisation's wider growth strategy.

## PROFESSIONAL PERFORMANCE




**felt they projected greater leadership presence in senior forums**




**believed they communicated with greater clarity, confidence and impact.**

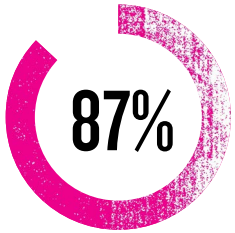



**felt better able to represent their organisation with credibility.**

## EXPERIENCE / ADVOCACY




**agreed they could immediately apply THE METHOD at work.**




**reported that they used THE METHOD in a critical work situation.**




**agreed the programme delivered on all their objectives.**

"We were able to move people forward earlier because we could see how they would hold responsibility, not just how they performed on paper."

Head of Leadership and Talent

"Thought-provoking, changed my behaviours, made me think about how I am perceived visually and verbally."

Head of Engineering

# PROGRAMME CONTINUATION / SCALE

The programme became a year-on-year Performance Programme for new leaders across the UK.

Since 2018, more than 700 participants have taken part.