

# Executive Presence

## *Virtual and Otherwise*

by

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for

## Pathways to Success

\*List of behaviors from: DiResta, Diane.

“Top Ten Ways Women Sabotage their Communication in the Workplace.” DiResta Communications, Inc. Top Ten Lists.

# Top 10 Self-Sabotaging Communication Behaviors

10. Not speaking up at meetings

## 9. Weak body posture

## 8. Allowing interruptions

## 7. Excessive head nodding

6. Allowing others credit for  
your ideas

## 5. Weak language

## 4. Inappropriate dress



### 3. Overuse of modifiers and qualifiers

## 2. Uptalk

# And number one...

1. Avoiding public speaking all together

# 10 Self-Sabotaging Behaviors

1. Not speaking up
2. Weak body posture
3. Allowing interruptions
4. Too much head nodding
5. Allowing others to take credit for your ideas
6. Weak language
7. Dressing too sexy, casual
8. Overuse of modifiers and qualifiers
9. Uptalk
10. Avoid public speaking

# Virtually Speaking...

## Top 5

5. Unaware of 'always on' mode

## 4. Over-relaxed posture

### 3. Gesture unaware

2. Too much 'face space'



1. Not looking at the camera

# 5 Virtual Self-Sabotaging Behaviors

5. Unaware of 'always on'
4. Over-relaxed posture
3. Gesture unaware
2. Too much 'face space'
1. Not looking at the camera

# Your 30-second commercial

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In breakout rooms of 3 people each, develop a 30-second commercial to deliver to those in your breakout groups. Those who aren't speaking, take note of any self-sabotaging behaviors you notice.

Good afternoon, my name is...

I am... (insert job title)

I... (responsibilities that might be useful to listeners)

Come to me if... (ways you can help your listeners)