Personal Presence & Influence

A High-Performance Leadership Programme

Empower leaders to stay calm under pressure, speak with confidence, and influence others with clarity and impact.

Certified B Corporation

resilience institute®

WHY PERSONAL PRESENCE & INFLUENCE MATTER NOW

In today's environment of constant pressure, visibility, and uncertainty, leaders are evaluated not only on what they know, but on **how they show up**.

This programme addresses the subtle challenges of **leading across hierarchy.**
It helps leaders recognise how internal pressure, self-doubt, and unconscious habits affect **how they are perceived** by senior leaders, peers, and clients.

Presence determines whether people trust you.
Influence determines whether people follow you.

In **complex organisations**, influence does not always follow hierarchy.
Many capable leaders struggle to hold presence with senior stakeholders, manage upward conversations, or be heard in high-stakes settings.

When stakes are high, senior stakeholders, teams, and clients look for leaders who project calm, credibility, and clarity.
Those who cannot regulate themselves under pressure often lose influence, even when their ideas are sound.

Executive presence is not personality.
It is a **learnable capability.**

Through this programme leaders strengthen their inner state, external presence, and relational impact so they can lead with confidence, composure, and authority when it matters most.

Executive Presence Is No Longer Optional

www.resiliencei.com.sg

About the Programme:

Key Intention:

- To help leaders build a strong inner game and an authentic external presence that creates trust, influence, and impact across stakeholders.
- This programme integrates neuroscience, psychology, physiology, and relational intelligence to develop executive presence that is grounded, credible, and sustainable.

Participants Will Learn How To:

- Regulate their internal state under pressure
- Strengthen confidence, credibility, and composure
- Communicate with clarity and authority
- Manage upward conversations
- Build trust across hierarchy, culture, and complexity

Learning Outcomes of the Programme:

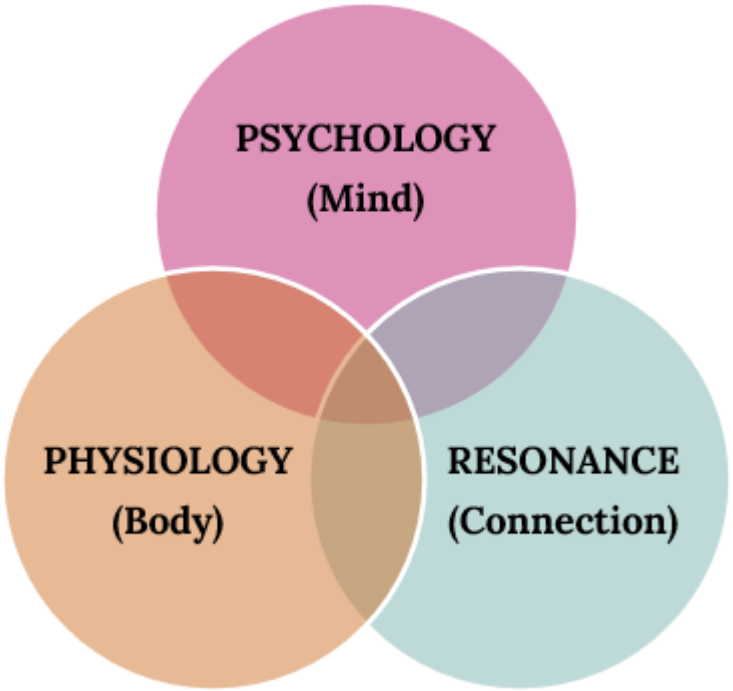
By the end of the programme, participants will be able to:

- Recognise when they lose presence and why
- Shift from reactive to intentional behaviour
- Adapt presence across different stakeholders
- Speak and act with assertive humility
- Show up consistently in high-stakes situations

Programme Format:

- One-day face-to-face workshop
- Highly experiential and practical
- Individual reflection, peer practice, and real scenarios

The Session focusses on Building Presence from the Inside Out



YOUR PRESENCE

PPR MODEL OF PERSONAL RESILIENCE

"Presence is moment-to-moment.
It can be strengthened or lost.
It can be trained."

Executive presence is built through three integrated dimensions.

PART 1 - PSYCHOLOGY (MIND)

How thoughts, beliefs, and mental habits shape presence.

Participants learn to:

- Notice unhelpful thinking patterns
- Distinguish facts from assumptions
- Shift from threat thinking to opportunity thinking
- Develop an internal locus of control

PART 2 - PHYSIOLOGY (BODY)

How the body signals confidence or threat before words are spoken

Participants learn to:

- Use posture, breath, and movement to project calm
- Regulate stress responses in real time
- Build physical presence that supports authority
- Maintain energy and composure under pressure

PART 3 - RESONANCE (CONNECTION)

How leaders create trust and influence through human connection

Participants learn to:

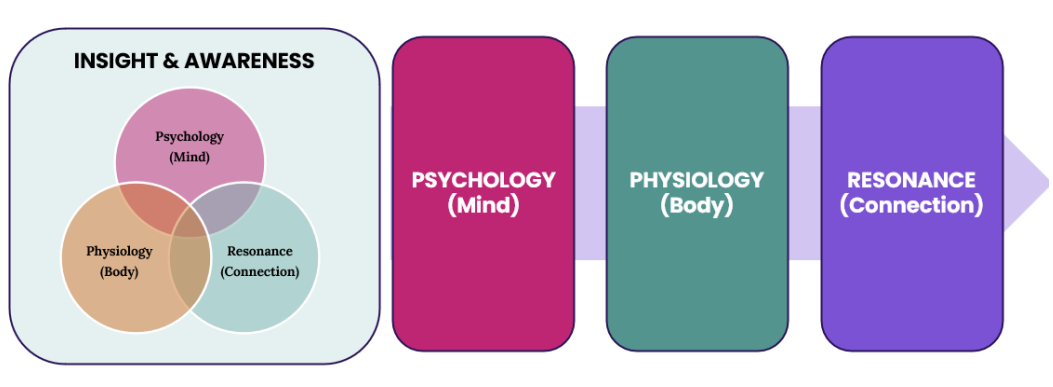
- Increase relational bandwidth
- Listen deeply without judgement
- Shift from role-to-role to human-to-human connection
- Build credibility through warmth and clarity

Examples of Models and Design Elements used in the Programme

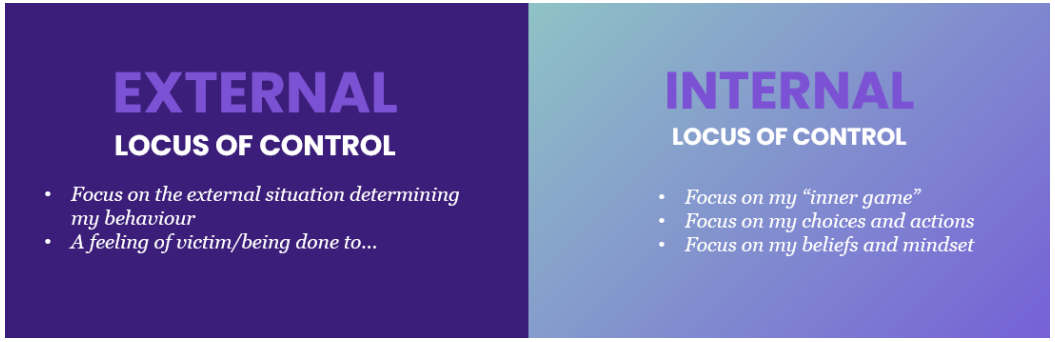
The Presence Chain

Internal state shapes external behaviour.
External behaviour shapes how others experience you.

Participants learn to manage body, emotions, and thoughts to influence perception.



Internal vs External Locus of Control

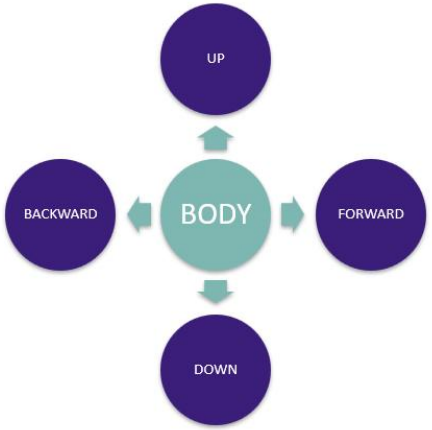


Discovering Mental Model

Automatic thinking patterns such as self-criticism, validation seeking, judgement, worry, and avoidance.

Participants learn to notice, name, and reframe these patterns to regain presence.

Body Posture & Movement Model



How posture, breath, movement, and stillness communicate confidence or uncertainty before words are spoken.

Small shifts in physical presence can significantly strengthen credibility, authority, and impact in executive settings

What do our clients say about this programme?

"The programme was inspiring and genuinely mindset shifting. What stood out most was the facilitator's authenticity. Manish leads by example and is a true role model in how presence and influence are demonstrated, not just taught. The session created meaningful reflection, and I would welcome more time in future to explore personal inhibitions more deeply. Overall, a powerful and impactful learning experience."

Senior Executive, Shell

"Took Manish's executive presence seminar during MTC bedrock program in September 2025. I am merely one of the many participants of Manish's seminars, but for me he was, and always will be, the very first person who have impacted my future career presence.
Thanks to Manish, I am even more confident with my own confidence that I did my best to build over the years, and with this I shall continue to grow in coming years. Really grateful for Manish's thoughtful encouragement and engagement."

Yamamoto Aoi

Business Development, Sales & Marketing, Caterpillar

"This session left me feeling deeply grateful and renewed, something I had not felt in a long time. Manish has a rare ability to create psychological safety, allowing everyone to participate openly and authentically. The programme was engaging, fun, and thoughtfully facilitated. I walked away having discovered a new side of myself, which felt like the most valuable gift from the experience."

Mei Yee
Human Resources Manager, Shell