

## School of Executive Presence



### EP Analysis - Mastermind Coaching Program

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**PARTICIPANT:** Eunizia Dos Santos

#### Client Observations/Video

**Visual:** Attractive appearance. Appears tired and low energy. Watch your lip smacks. Your presence is impacted by you feeling a bit down. You have an authentic presence. Love when you come to life talking about your hair and nails, there's some joy somewhere inside.

**Vocal:** Good deep tone. Watch your upswings when you are talking. Pauses are good. Inflection is decent. Tends to drag words at the end of a sentence.

**Verbal:** Language is clear and concrete. No corporate speak or over-intellectualizing which is good. Ums are consistent in communication- need to work on minimizing those and replace them with a pause. You are thinking as you talk. You look for ways to positively frame your language despite your difficult and challenging situation. You express yourself well. You do occasionally rely on qualifiers to fill your sentences, "If that makes sense in a way...what else, yeah...".

#### Executive Presence Characteristics

Based on the written information you provided, the following research-based characteristics stand out as your top 3 strengths:

- Communication
- Values in Action
- Physical Appearance

#### Comfort Levels

Comfort levels are an indicator of authenticity and confidence, which are two key ingredients in your "Influence Equation". Based on the written information you provided, your comfort levels appear to be:

##### **LOW AVERAGE**

You have a Low Average sense of comfort with most people, and your comfort level seems situational. Your confidence is influenced by 'pre-existing' conditions- situations and experiences you've had that influence how you view others, and how you believe they view you. You particularly feel comfortable and confident when you have a well-established, proven, and trusting relationship that has been cultivated with minimal conflict over time. Although you are able to communicate well, your struggle manifests when someone has violated your trust.

or taken advantage of your vulnerability. Building inner strength, resilience, and showing up with confidence no matter who is in the room is the key area of opportunity for growth and a potential goal for you to work through.

## Working Goals

1. To have more leadership, accountability, develop successful relationships.
  2. Build inner strength and confidence; manifest it in front of others.
  3. Be resilient regarding harmony and conflict no matter what environment you are in. (Perfectionist)
  4. Build self awareness in communication patterns and strengthen communication outputs.
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## **BASELINE ASSESSMENT- Self reported**

### **EP ANALYSIS™ : Information You Reported**

Q2 Describe your work.

Account Manager

Q3 From your perspective, what is executive presence?

Executive presence is being competent in the areas (leadership, influence, self-development, certain skills) that attribute to your success in the work force and other organizations.

Q4 How would you describe your presence?

My presence needs to develop more especially in the influence & leadership areas.

Q5 How would you describe your personal leadership?

I am better when i focus on something i want i can have self control & discipline but it is not consistent.

Q6 What feedback have you gotten FROM OTHERS about the way you show up in the organization?

I have type A personality and sometimes that can be perceived wrong. To be careful about how othee people are interpreting my words and actions.

Q7 Do you agree? Why or why not?

Yes and no.

### **Page 3: Please rate your comfort levels.**

Q8 In my personal life, I am completely comfortable being myself...

at home with immediate family **All the time**

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with relatives **very little of the time**

with friends **All the time**

with people I don't know **some of the time**

Q9 In my professional life, I am completely comfortable being myself ...

when I am alone **some of the time**

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with my peers (those at the same level as me) **All the time**

with my leader **some of the time**

with other leaders (those who rank above your direct line leader) **very little of the time**

with company people I don't know well **some of the time**

**Page 4: Please respond by ranking or rating.**

Q10 At home, I speak and act with certainty and self-assurance...

when I am alone **All the time**

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at home with my immediate family **some of the time**

with relatives **some of the time**

with friends **All the time**

with people I don't know well **some of the time**

with people I don't know at all **some of the time**

Q11 At work, I speak and act with certainty and self-assurance...

when I am alone **some of the time**

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with my peers (those at the same level as me) **some of the time**

with my leader **some of the time**

with other leaders (those who rank above your direct line leader) **some of the time**

with others in the company I don't know well **some of the time**

Q12 Please rate each statement.

People would likely say I command the room when I enter it.

**Neither Disagree Nor Agree**

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People would likely say that I am highly respected and credible in the organization.

**Disagree**

People would likely say that I have a large amount of influence at all levels in the organization.

**Disagree**

People would likely say that I have a positive physical appearance.

**Agree**

People would likely say I have a high level of business intelligence and knowledge.

**Disagree**

People would likely say I get above average results.

**Agree**

People would likely say that I operate with a high level of integrity.

**Strongly Agree**

People would likely say that I am consistently live according to my personal values.

**Strongly Agree**

People would likely say that I easily engage others in conversation.

**Strongly Agree**

People would likely say that I am a clear and compelling communicator.

**Disagree**

**Page 5: Rank the 3 statements in order.**

Q13 Rank the 3 statements based on what you believe describes you best, 1 being most descriptive, 3 being least.

1 - I am boldly true to my own personality, values.

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3 - I have faith in my knowledge and competency as a professional.

2 - I am committed to what I do.

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comments:

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New to my job so very unsure in alot of areas.

Q14 Rank the 3 statements based on what you believe describes you best, 1 being most descriptive, 3 being least.

3 - My personal style reflects true business professionalism in appearance, communication, and conflict.

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1 - I am straightforward in my conduct. I avoid involving myself in politics and the company rumor mill.

2 - I have a deep understanding of my emotions and I am able to manage them in front of others- and in private.

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Q15 What would you say are your top 3 personal values?

**Value #1** Trust/Honesty

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**Value #2** Respect

**Value #3** Vulnerability

Q16 What is most important to you concerning your personal life?

Self-Development, Great relationships, Leadership

Q17 What is most important to you concerning your professional life?

Leadership, great working relationships.

Q18 What would you say is an emotional trigger for you, or a "hot button"?

Disrespect  
Lies/Gossip

Q19 What really gives you a sense of fulfillment?

Relationships are succeeding, accomplishment/completed tasks/goals.  
Having order and structure

**Page 6: Respond in the comment box. These are the final questions- thanks for your responses!**

Q20 Identify the top 3 outcomes you want regarding your development in this program.

To have more leadership, accountability, develop successful relationships.

Q21 You have the opportunity to transform your presence, leadership, career, and personal results. What does that look like to you?

On the path of purpose/having peace

Q22 Have you taken any of the following assessments? If so, what were your results?

MBTI-Myers Briggs

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Kolbe