

Introduction

Companies want leaders who know how to act like leaders, whose behaviors demonstrate confidence, influence, and a take charge attitude. Having a leader with executive presence provides an appropriate model for others to follow.

These 16 actions represent the ideal behaviors, mindset and habits of a successful businessperson. Each behavior will help you become a more confident, powerful business leader. You will enhance your ability to stand out, make a difference and have impact in the executive environment.

Source: <https://garfinkleexecutivecoaching.com/business-and-executive-coaching-consulting-for-executive-presence>

1. Business Intelligence Behaviors

- 1. Stand Out by Thinking Strategically.** Elevate your profile by taking a strategic approach to your work. Your “big picture” perspective will prove you’re a leader, which is much more than being a manager.
- 2. Use a Whole Company Perspective.** Think outside the cubicle and learn the ins and outs of your organization. You’ll discover opportunities to demonstrate your value and advance your career.
- 3. Learn the Language of Finance.** Speak the language of leaders. Understanding and communicating in financial terms allows you to show your worth where it matters most – the company’s bottom line.

2. Risk-Taking Behaviors

- 4. Capitalize on Ambiguity and Change.** Stand confidently above those who are nervous or threatened by uncertainty. Leaders are revealed and careers are made for those able to navigate stormy seas.
- 5. Exceed Your Expectations—and Theirs.** Fast track your career by being proactive and looking for opportunities where others aren’t looking. Champion innovative improvements and you’ll speed your ascent to higher levels of responsibility.
- 6. Move Beyond Your Comfort Zone.** Challenge yourself and stretch your capabilities. Conquer self-doubt and break through self-imposed limitations by seeking opportunities to venture into unknown territory.

3. Interpersonal Relationship Behaviors

4. Performance Improvement Behaviors

- 10. Prioritize Your Projects.** Improve your productivity, influence and reputation for high achievement when you focus on the things that matter most. Not only will you be a peak performer, you’ll maintain a healthy balance in your life.
- 11. Refine Your Thinking Skills.** Make the best decisions, thanks to your solid thinking skills. You’ll get noticed (and rewarded) for your ability to understand and solve complex tasks, analyze issues and concerns and think in reverse from the desired outcome.
- 12. Develop Discernment.** Navigate stormy waters when you steer by your inner compass. Follow the truth that is at your core and you’ll make the most ethical decisions for you and your organization.

5. Self Development Behaviors

- 13. Know Thyself.** Understand what drives you, who you are and what you can do. You’ll find personal fulfillment and professional success by capitalizing on your strengths and learning from your mistakes.
- 14. Seek Feedback.** Encourage feedback to demonstrate your passion for self-development and your desire to contribute to your company’s success. You’ll achieve your full potential and help others achieve theirs as well.
- 15. Gain Confidence.** Build your confidence by influencing decisions, motivating others and improving your performance. As a confident, self-developed leader, you won’t be intimidated by failures or self-imposed limitations.
- 16. Sharpen and Expand Your Skills Through Training.** Increase your growth potential by investing in the most important asset you possess – yourself. You’ll be more marketable within your company, as well as in the increasingly competitive global marketplace.

7. Communicate Clearly. Build confidence, trust and credibility by speaking clearly and persuasively. Your reputation as a top notch communicator will place you in high demand for challenging and rewarding assignments.

8. Lead, Don't Just Manage. Move beyond the manager role to influence events and people around you. As a leader, you'll inspire and motivate others by advocating what's best for the organization, not just your own work group.

9. Share the Limelight. Enhance your reputation as a confident leader by sharing recognition with others. You'll boost morale, trust and teamwork, as well as creating opportunities for your advancement

5 Categories & 16 Behaviors



16 behaviors that fall into five categories.



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