

LEADING WITH PRESENCE

Fundamental Tools and Insights for
Impactful, Engaging Leadership

Antonie T. Knoppers
Milly Obdeijn
Steffen R. Giessner



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Endorsements

Do you want to get a good grasp of the fundamentals of effective leadership communication? Then I strongly recommend you read this book by three world-leading experts on leadership communication. Drawing on their years of experience teaching executives and MBA students, this well researched and accessible book combines deep insights from academic research with practical exercises and tips on how to alter your presence and voice and become a better communicator yourself in the process. If there is one book that you should read on persuasion and communication in the workplace, then surely this is the one!

Joep Cornelissen, Professor at Rotterdam School of Management, Erasmus University, and author of *Corporate Communication: A Guide to Theory and Practice* (SAGE, 6th edition).

Leading with Presence is a great read for anyone interested in how to better manage themselves and their teams. The book shows how we can use our bodies and our environments to perform up to our potential. It is filled with interesting anecdotes and the latest psychology on learning and performance.

Sian Beilock, PhD, is the author of *Choke* and *How the Body Knows its Mind* and President of Barnard College at Columbia University

Executive presence; we recognize it instantly the moment we are confronted with it...the authors finally succeeded in demystifying the notion of “presence” and nonverbal behaviour in leadership by establishing a unique connection between vast scientific knowledge and practical tools that will enable leaders to further increase their impact...

Ronald de Jong is Distinguished Professor of Practice in Business, Tilburg University, Chairman of the Philips Foundation and a Retired Member of the Executive Committee, Royal Philips.

In this book a triple synergy comes together; science, experience, and practical applicability, like in the training at RSM and several of their trainings. It is inspiring and reflects where you are. Provides valuable insights and is useful regardless your level of professional experience.

Kirsten van Benthem, Commercial Manager, Catalyze – Life Science Consultancy

Leading with Presence is an invaluable guide for anyone who seeks to ensure that their body and voice contribute to their positive impact. Antonie, Milly and Steffen’s collaboration have resulted in a treasure trove of principles, stories and exercises underpinned by thorough scientific evidence that will make you think about and enhance your non-verbal cues in a whole new way.

Nicola Kleyn, Professor of Corporate Marketing and Dean of Executive Education at Rotterdam School of Management

Effective communication is key for successful leadership. Yet respective books and seminars tend to only focus on verbal communication, while reducing non-verbal communication to a side-note. This book is therefore a breath of fresh air. It takes non-verbal communication center-stage by marrying science with practice and presenting concrete exercises and how-to-dos. An accessible read that makes it easy to get better at what matters most as a leader: effective communication.

Professor Dr. Niels Van Quaquebeke, Kühne Logistics University & University of Exeter

*How do you get noticed and how do you connect to your audience? Seemingly two separate questions, the authors of *Leading with Presence* convincingly explain and teach us that these issues are two sides of the same coin. Based on the most recent scientific insights, this book offers a very practical guideline to improve your Presence through tons of helpful exercises. A must have in your business book library.*

Renske Paans-Over, CHRO, Global head of talent, Randstad

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By

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United Kingdom – North America – Japan
India – Malaysia – China

Emerald Publishing Limited
Howard House, Wagon Lane, Bingley BD16 1WA, UK

First edition 2021

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Illustrator: Jose Luis Tascón
Front cover photographer: Jan Koeman.

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British Library Cataloguing in Publication Data

A catalogue record for this book is available from the British Library

ISBN: 978-1-78714-600-6 (Print)
ISBN: 978-1-78714-599-3 (Online)
ISBN: 978-1-78714-989-2 (Epub)



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Certificate Number 1985
ISO 14001



INVESTOR IN PEOPLE

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ABOUT THE AUTHORS

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ACKNOWLEDGMENTS

There are several people whom we would like to thank for their support, through which this book would have either taken much longer to write or would have been an impossible endeavor:

Boudewijn Bertsch for bringing Antonie and Milly together, fostering a wonderful collaboration and friendship which has lasted many years. Eric Waarts of the Rotterdam School of Management for bringing the three authors together and the support and guidance of the learning and development managers and program managers at the Rotterdam School of Management.

Jose Luis Tascón for his talent and wonderful images and patience with dealing with our many adjustments. Jan Koeman for his inspiring picture that was the basis for our cover page.

All the clients and participants we have coached and trained throughout the years, who have inspired us and given us valuable input. All our colleagues and partners who read our drafts and provided us with valuable feedback. All our teachers, mentors and inspirators, who recognized our talents and supported and challenged us to become who we are today.

Emerald Publishing and especially Niall Kennedy for his patience and support.

Antonie: Yih-Ling Pan for her unwavering support, love, inspiration and insights and allowing me to work in the wee hours of the morning and weekends, while peeling me away from the computer so that I was also able to have some free time. Yonina and Cissy for their enthusiasm, love, constant support and inspiration and creating awareness of body language and making sure my posture and alignment was always spot on. My dear friends and family both in the Netherlands and in the United States. Jan Gist for her absolutely superb voice coaching. Jan Curtis for her inspiration, support and passionate singing lessons. James Oleson for his passionate conducting during choir practice. Bob Moss for his valuable acting lessons and

expert direction. Alan Langdon, one of the best acting teachers I've ever had. Brandeis International Business School for supporting my interest in both theater and business.

Milly: Dien Latour-Uijterschout (in memoriam), my master teacher in singing, voice work and mindfulness *avant la lettre*. Kindred spirit and very dear friend for many years. Jacques van Eijden for introducing me to Somatic Movement Coaching and to other great teachers in this field. Annie Perkins, Jessie Gordon, Nancy Gabor, Elise Lorraine, Amanda Wolzak and Patrice Kennedy for transferring their expertise and insights on many aspects of Presence training work to me; thank you for inspiring me, for your fidelity and all the adventures we experienced, working together for such a long time. Theo Hendriks for opening the world of storytelling to me and all the training sessions we facilitated together. And, of course, Rob Dijkman for his loving patience and trust in me and for sometimes dragging me away from behind the computer.

Steffen: Tanja for being patient with me while working on this book and Leo for motivating me to finish this book in time. The Rotterdam School of Management for supporting my work. Thomas Schubert for eliciting my interest into this topic.