

6 Traits of Executive Presence

Glossary of Terminology

Glossary Term	Definition
Deliberate practice	Focused practice of a skill toward mastery which is achieved through continuous feedback and incremental improvement.
Emotional intelligence	Ability to recognize our own emotions and the emotions in others and use that knowledge to guide thinking and behavior.
Enabling competency	To demonstrate abilities that help in the performance of technical analysis.
Ethos	The credibility you bring to an argument.
Executive presence	The intangible qualities that give a leader personal power and influence in an organization.
Logos	Your logical/analytical argument.
Nudging	Small, incremental interventions that have move toward a long-term goal.
Office politics	The use of power within an organization for the pursuit of agenda and self-interest without regard to their effect on organizational efforts and goals.
Pathos	The emotional context of the message conveyed.
Personal power	Personal freedom from the influence of others. The power to do something.
Personal presence	To represent the best version of ourselves at important moments.
Resilience	Perseverance and grittiness to bounce back from adversity, to take on challenges, and see them through until completion.
Social intelligence	Ability to navigate and negotiate complex social situations.
Social power	Power bestowed upon us by society or by title.

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Technical competency	The ability to perform a technical analysis in an area of finance such as GAAP, tax, finance, risk management...
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