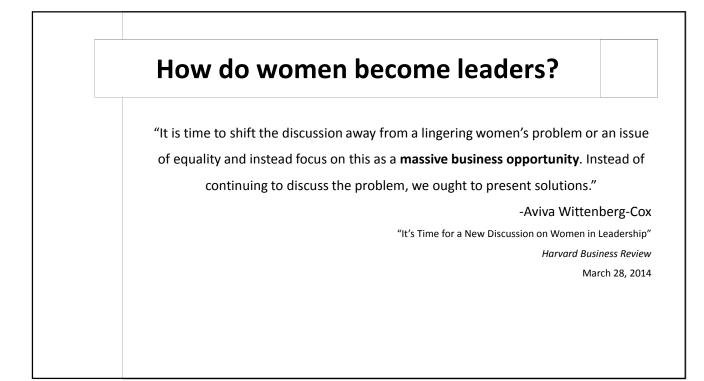
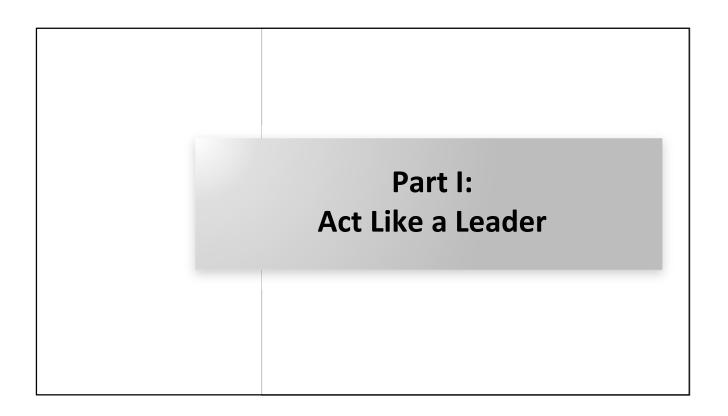
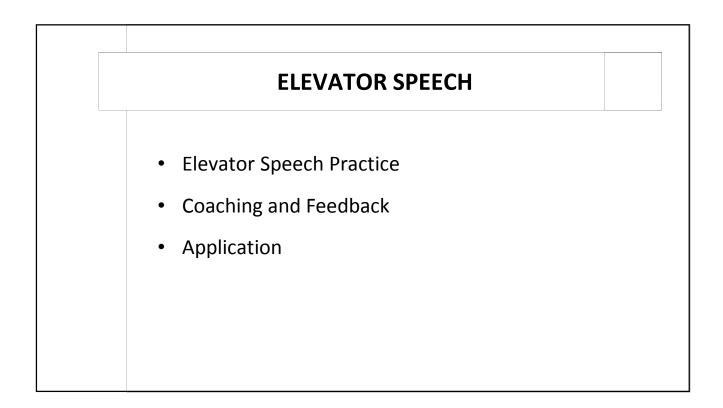
## LAUNCHING LADIES INTO SENIOR LEADERSHIP

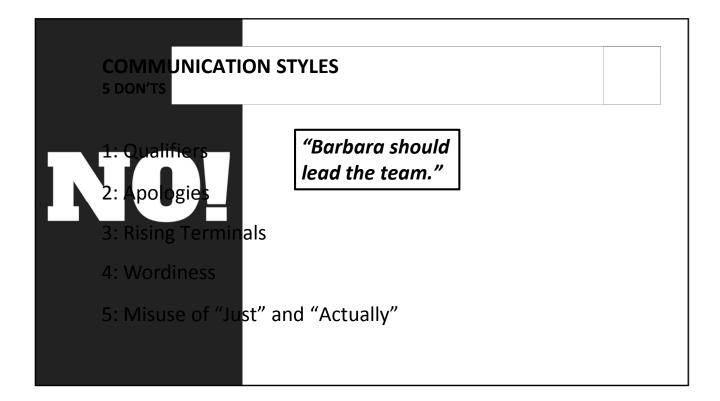
SCCE CEI BERLIN MARCH 13, 2019









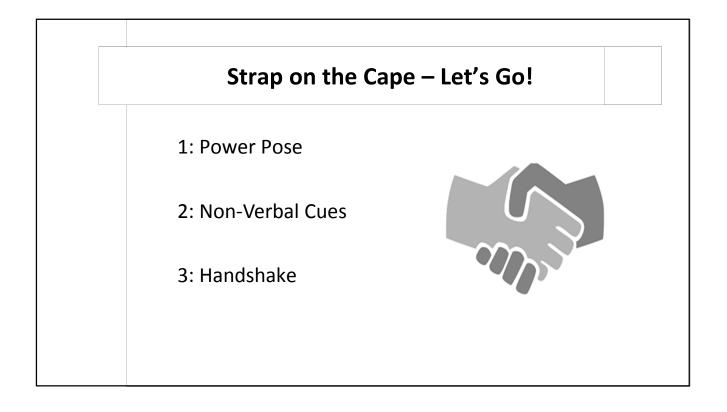


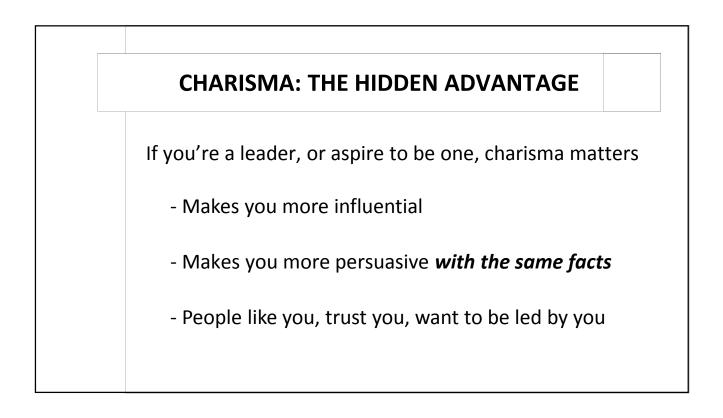
## HOW TO SAY NO MORE EFFECTIVELY



- 1: Use the Band-Aid Approach
- 2: Look for alternative ways to OZ
- 3: Teaching Moments
- 4: Explain Yourself
- 5: Because...







## THE CHARISMA FORMULA

People pick up on extremely subtle cues:

PRESENCE: Are you fully present? Really listening?

POWER: Can you affect the world around you?

WARMTH: Do you embody goodwill towards others?

PART 1: RECOMMENDED RESOURCES	
$\checkmark$	Quiet: The Power of Introverts in a World That Can't Stop Talking, by Susan Cain https://amzn.to/2MmUfZz
$\checkmark$	The Charisma Myth: How Anyone Can Master the Art and Science of Personal Magnetism, by Olivia Fox Cabane https://amzn.to/2N6st8J
$\checkmark$	Secrets of Six-Figure Women, by Barbara Stanny https://amzn.to/2MofU3y
$\checkmark$	Your body language may shape who you are by Amy Cuddy (YouTube https://www.youtube.com/watch?v=Ks- Mh1QhMc

