



The Breakfast Club

Amy Castoro
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Introduction

My background:

- Two decades of assessing, selecting and developing leadership talent
- The Walt Disney Company, Grant Thornton LLP, the Adecco Corporation, and retained executive search. Professional Interviewer for SunGard Availability Services
- Somatic Coach through the Strozzi Institute, 3 year program on linguistic training based on the work of Dr. Fernando Flores





Leadership

Leadership

A role or as a way of being

Three requirements:

1. Technical competence
2. Intelligence
3. A certain kind of self



What is Presence

- Being fully conscious and aware in the present moment. Deep listening, being open beyond your preconceptions and historical ways of making sense.
- Presence: Scharmer and Senge



Practice of Presence

- Quality of presence affects one's ability to attract and hold attention, to convey trustworthiness¹
- 7% content, 38% voice, 55% body language; 93% body
- Asking ourselves: Can I trust this person? Are they credible? Do I want them on the team?

- 1. Harvard Business Review: listening to the Music Beneath the Words: The practice of Presence. Sharon Duloz Parks,





Mood

- If you want to lead, know what you're doing with your energy
 - Lao Tzu

The primary job of a leader is to manage his/her energy.

-Peter Drucker

Choice follows awareness



Centering

- Know thyself.
 - Socrates

Centering exercise

- How did centering shift your mood, thinking, and bodily sense?
- What was the primary thing you did with your attention to center?
- How can centering be useful to you in your job search?



Extension – a commitment to deep listening

Energy follows attention

Absent/Present exercise



Practice

- We are what we repeatedly do
 - Aristotle
- What are you practicing?
- What new practices will help you make a stronger connection with people?
- What can you do to project a more compelling presence in the interview?