

Coaching Case Study

Enhancing Executive Presence

THE BACKGROUND

- International cruise line company based in Florida
- Senior Director, Gaming

THE CHALLENGE

- Executive was being groomed to be promoted to VP level. The request was to focus on his communication skills: verbal and non-verbal for a more executive overall presence.

THE OBJECTIVE

- Improve confidence level
- Develop Executive Presence
- Enhance communication skills: verbal and non-verbal

THE SOLUTION

- Applied behavioral and ontological techniques
- Employed practices to reinforce the learnings
- Successfully created a shift in his way of being

THE OUTCOME

- Executive was promoted to VP level.
- Feedback from his manager confirms the positive shift at the behavioral and skill level
- Executive expressed his satisfaction with the increased level of confidence and communication skills