

Antoinette

DALE HENDERSON

Leading with Gravitas®

Unlock the 6 Keys



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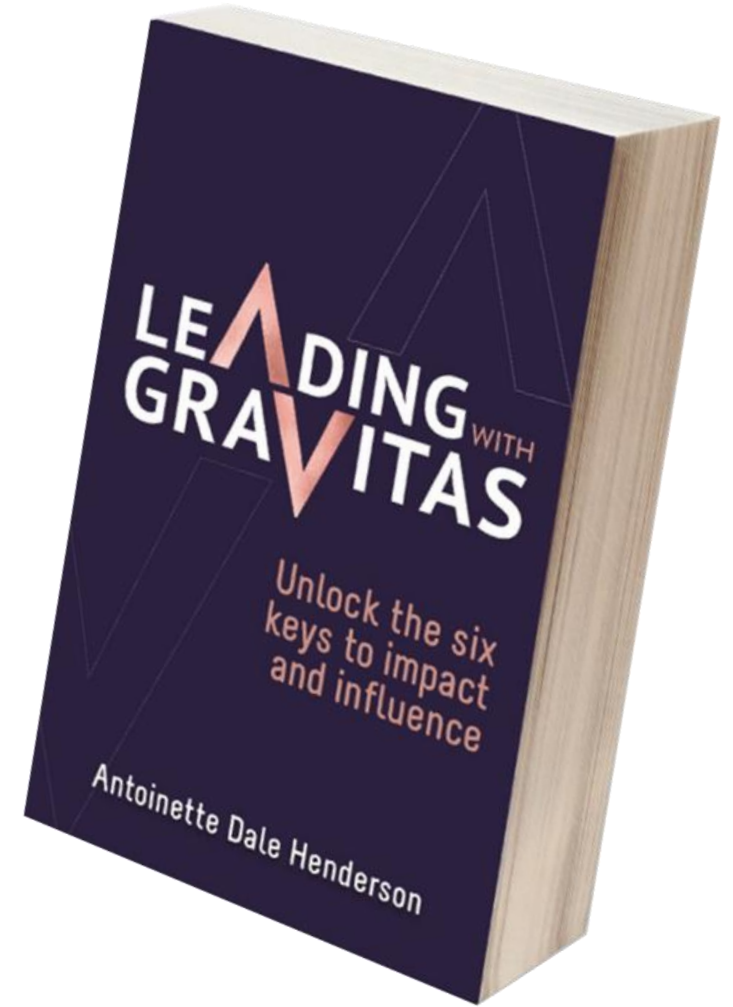
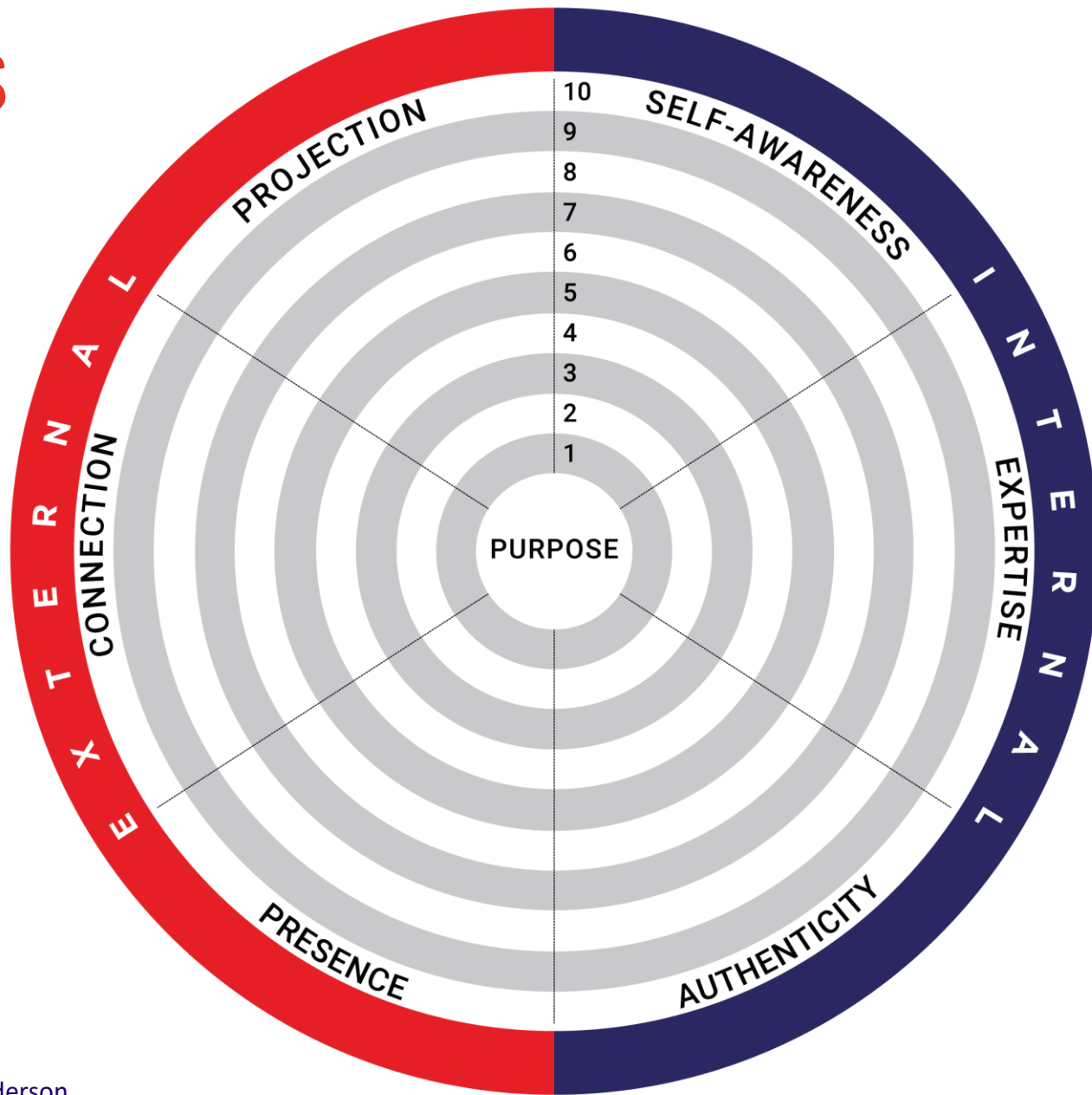


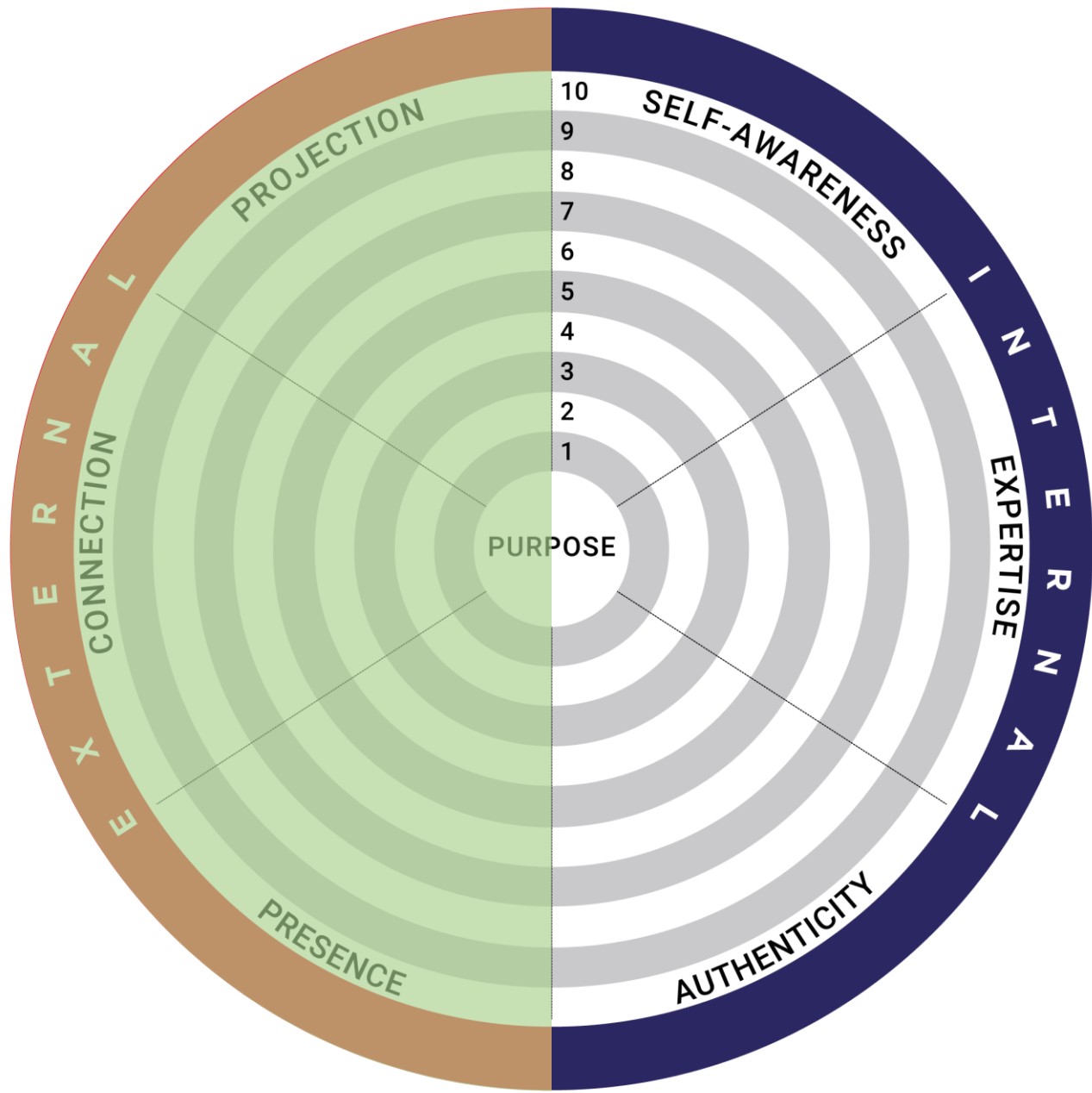
gravitas

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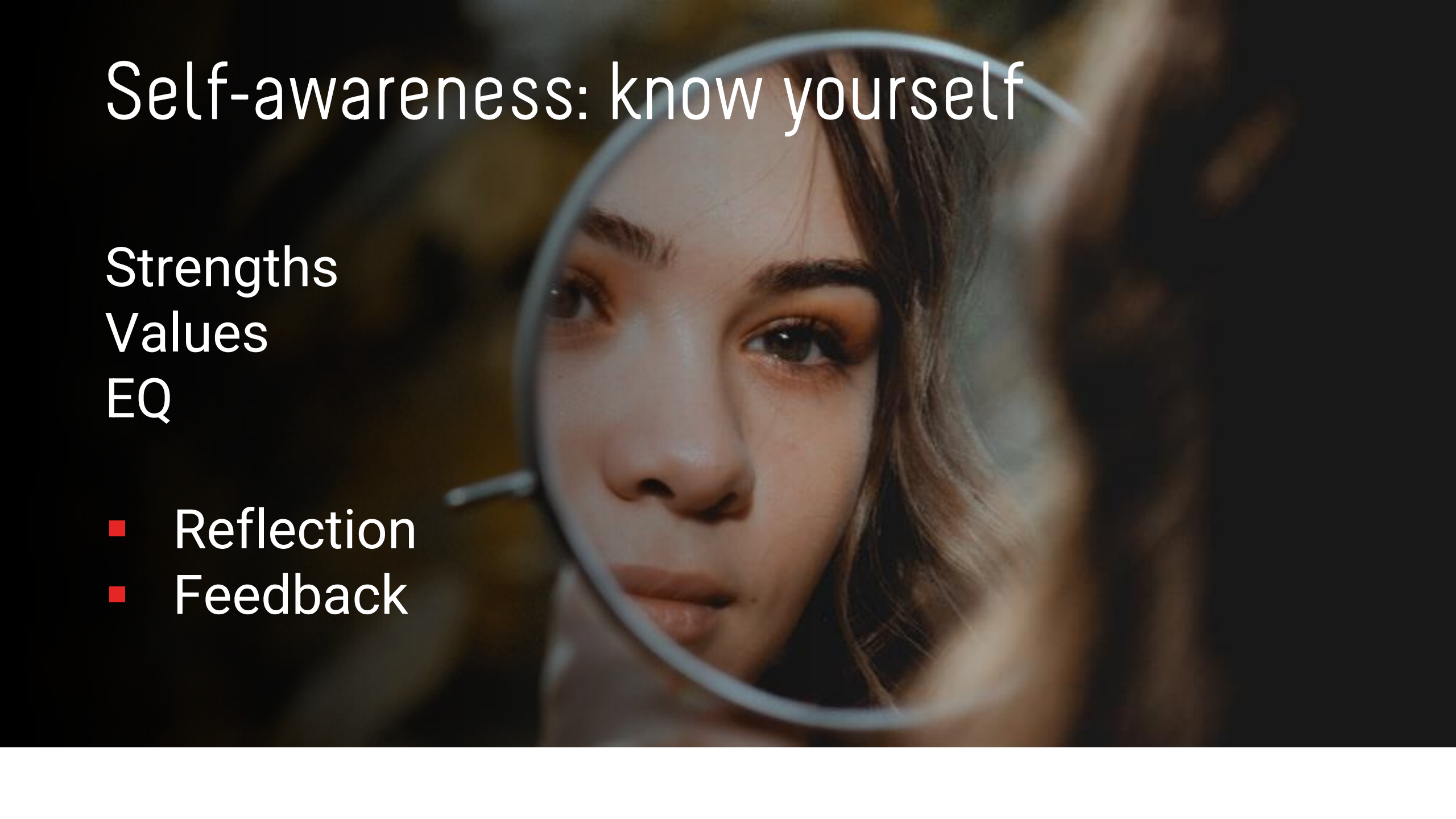
vita

Gravitas Wheel[®]





Self-awareness: know yourself

A close-up photograph of a woman's face, framed by a circular magnifying glass. The woman has dark hair and is looking slightly to the side with a thoughtful expression. The background is blurred, suggesting an indoor setting with warm lighting.

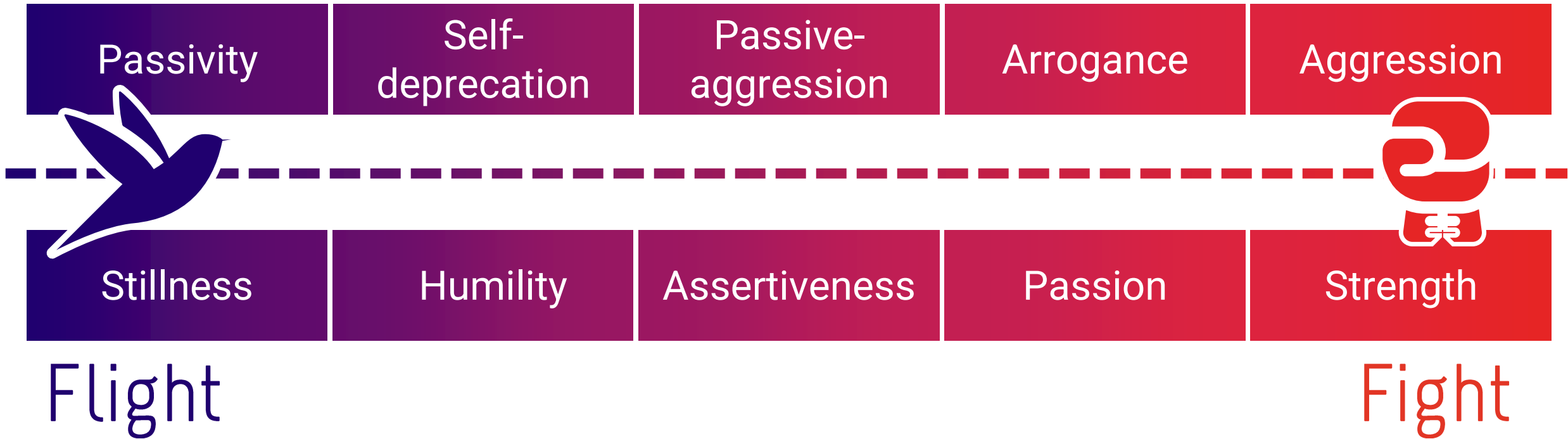
Strengths

Values

EQ

- Reflection
- Feedback

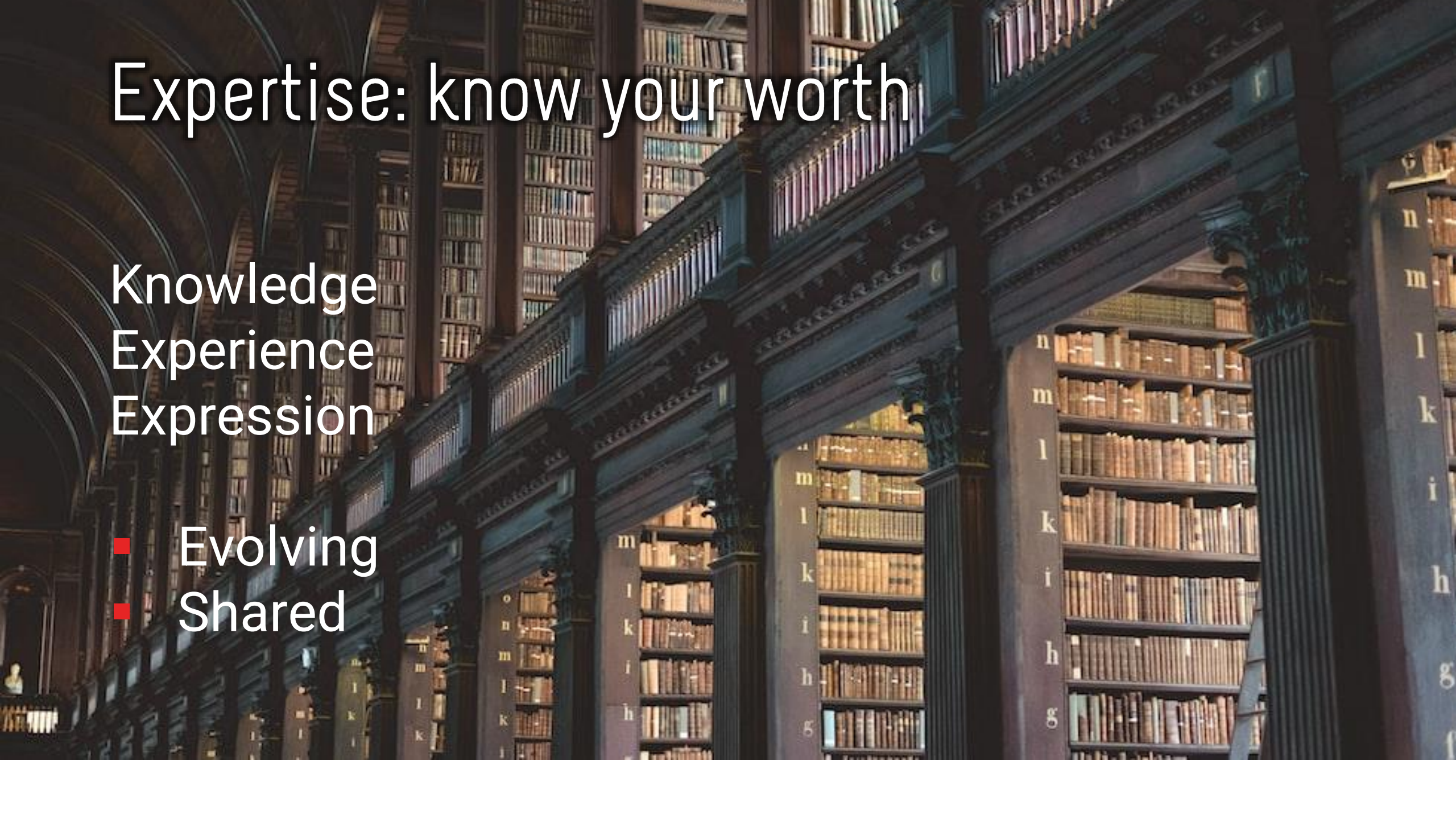
Self-awareness: know yourself



Expertise: know your worth

Knowledge
Experience
Expression

- Evolving
- Shared



Authenticity: be real & appropriate

Consistency

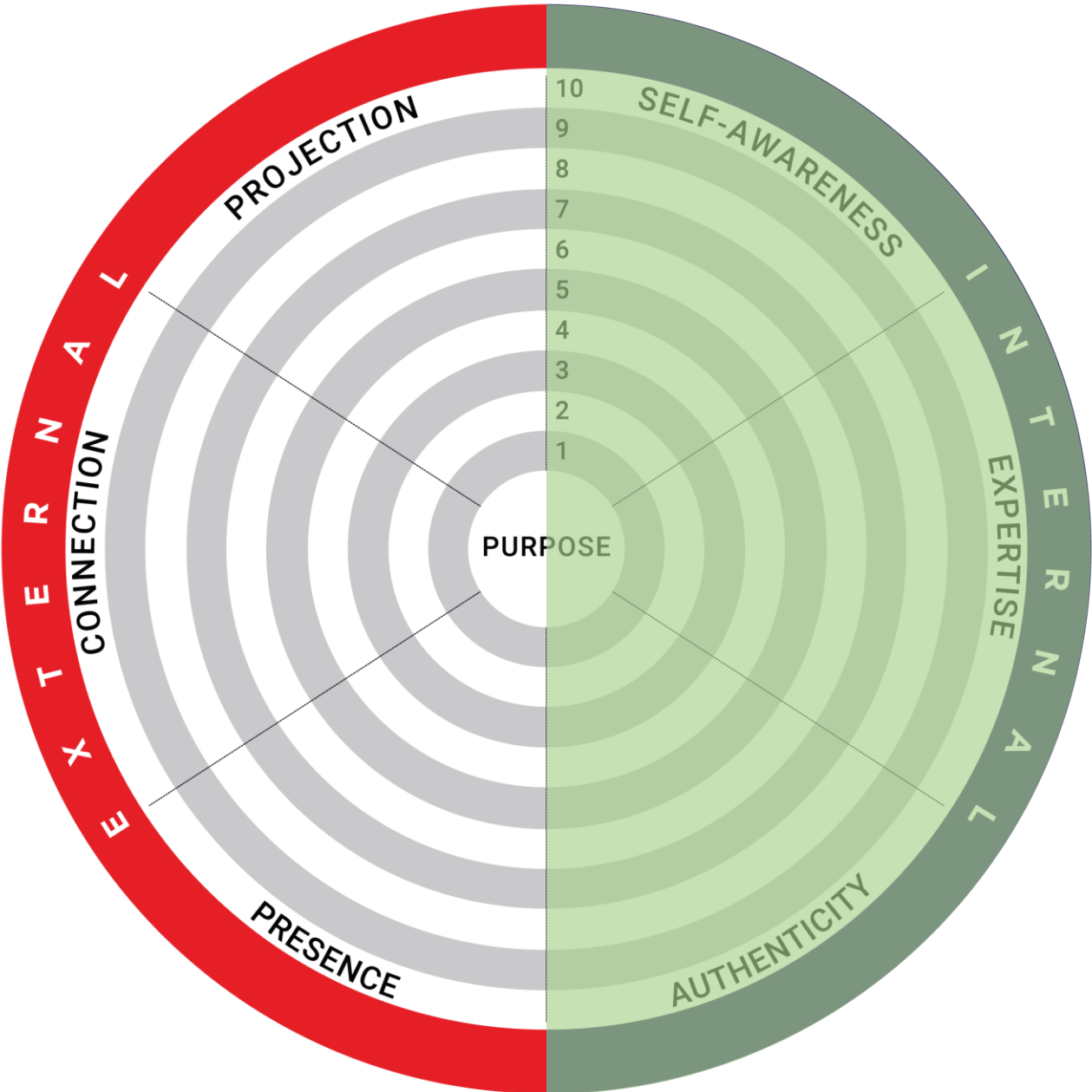
Integrity

Trust

- Flexibility
- Managed authenticity



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Presence: be visible

A glowing orange and yellow flame-like shape, possibly a stylized flame or a bright, curved object, is set against a dark, gradient background that transitions from black to deep red. The light source is on the right, creating a bright, curved glow that tapers off to the left.

Be present
Calibrate

- Dial up & down
- Illuminate others

Presence is a choice

| Non-verbal cues | ✘ | ✔ |
|-----------------|------------------------------------|--------------------------------------|
| Mindset | Distracted, stress, nervous, tired | Uncluttered, calm, focused |
| Body | Uncomfortable, tired | At ease, energised |
| Posture | Closed, tense, twisted | Open, relaxed, aligned |
| Voice | Shrill, monotonous, flat | Steady, melodic, resonant |
| Eyes | Darting, glazed, dull | Clear, direct, unwavering |
| Image | Bland, conformist, low contrast | Individual, colourful, high contrast |
| Virtual | Shadowy, distracting, incongruent | Light, uncluttered, on message |

Connection: build relationships

Strategic networking
Rapport building

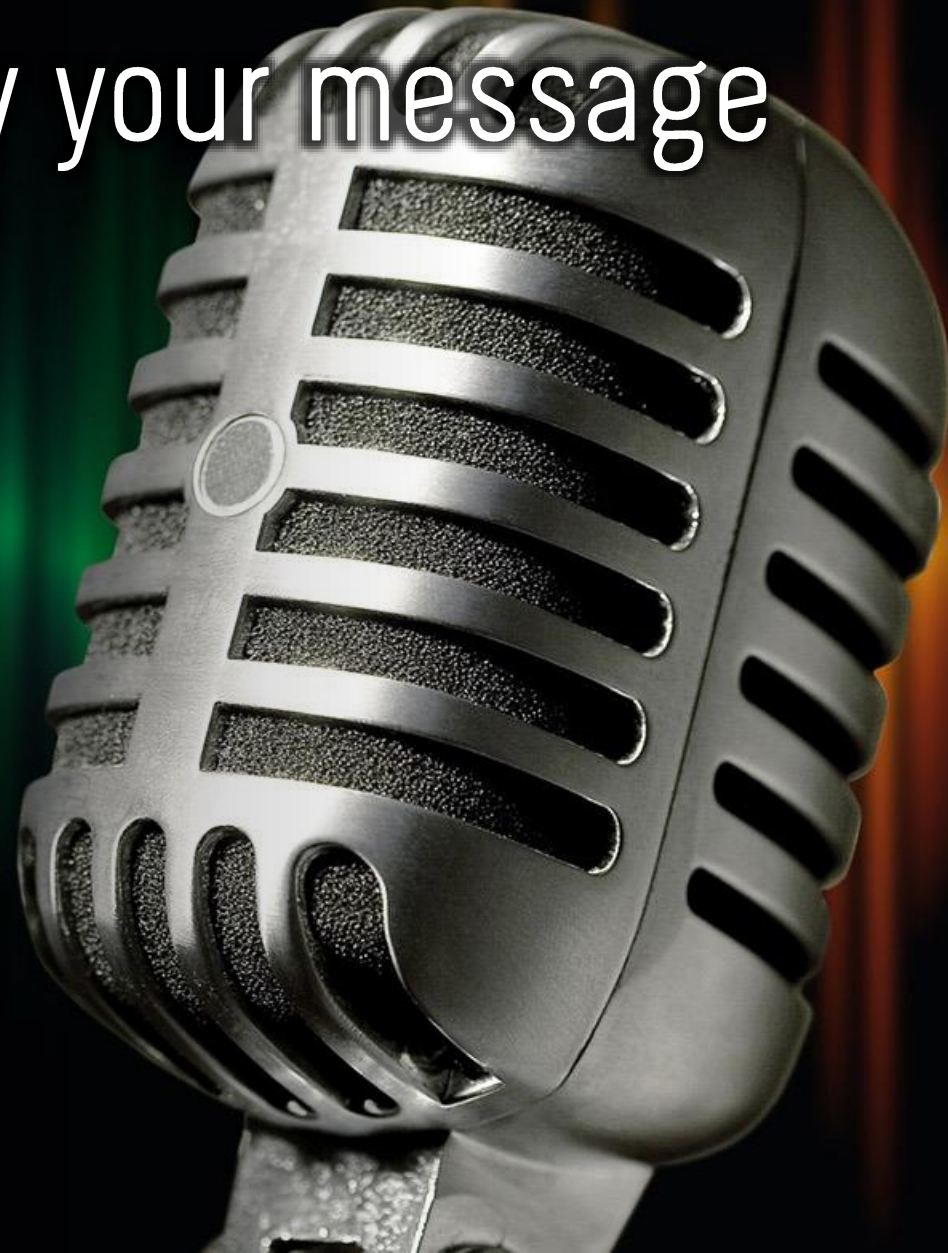
- Making time
- Paying attention



Projection: amplify your message

Switch on
Step forward
Speak up

- Volume
- Gestures
- Reach



The 6 Keys

Self-awareness: know yourself

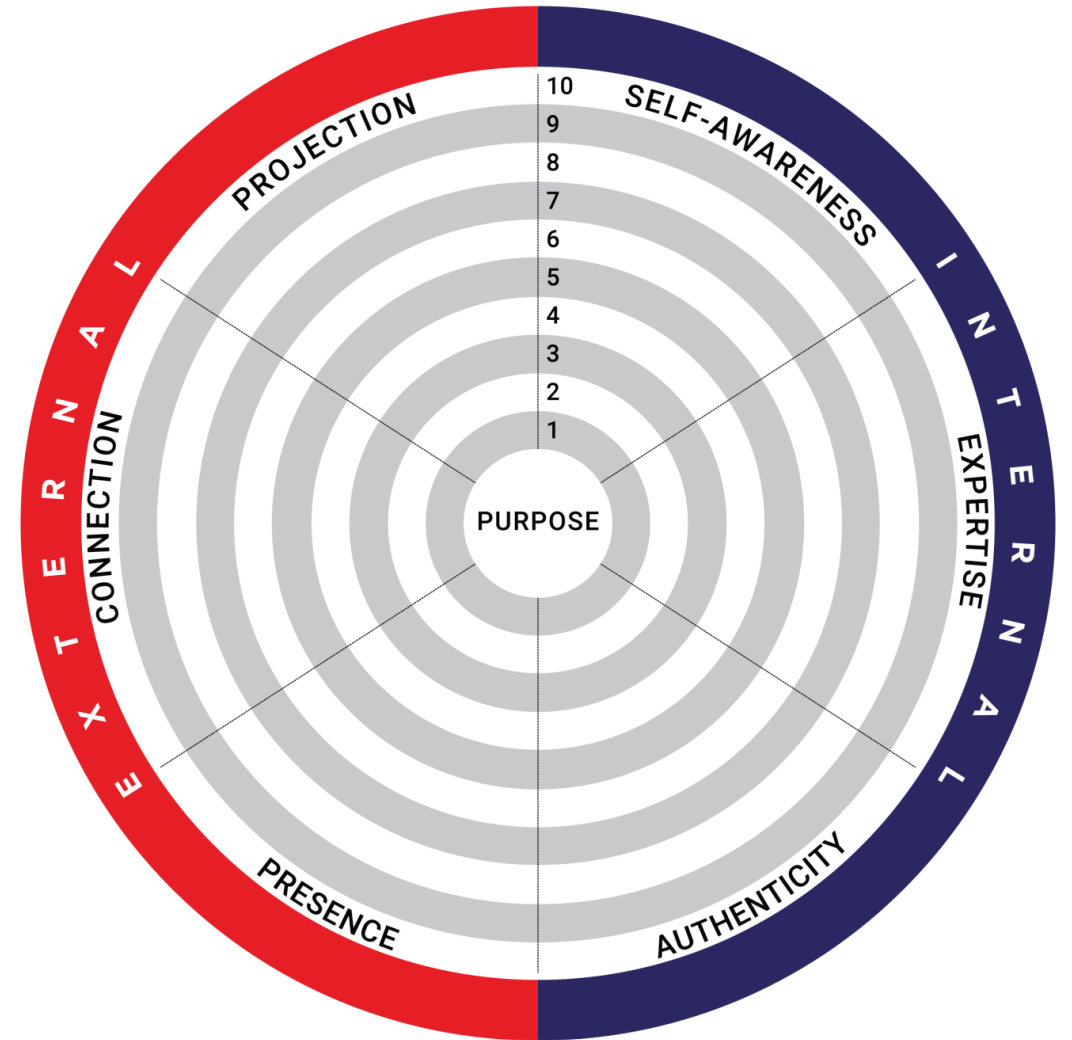
Expertise: know your worth

Authenticity: be real & appropriate

Presence: be present & visible

Connection: build relationships

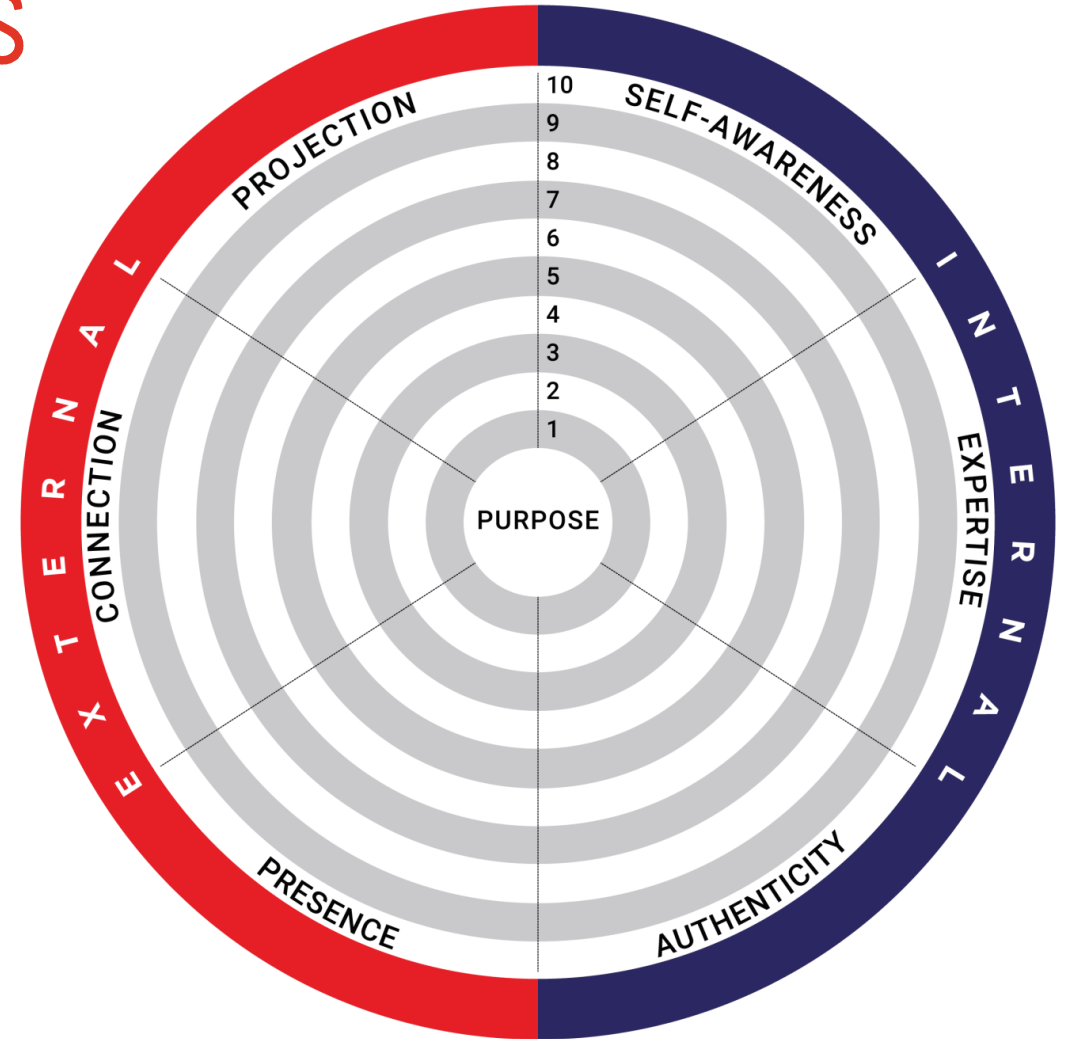
Projection: amplify your message



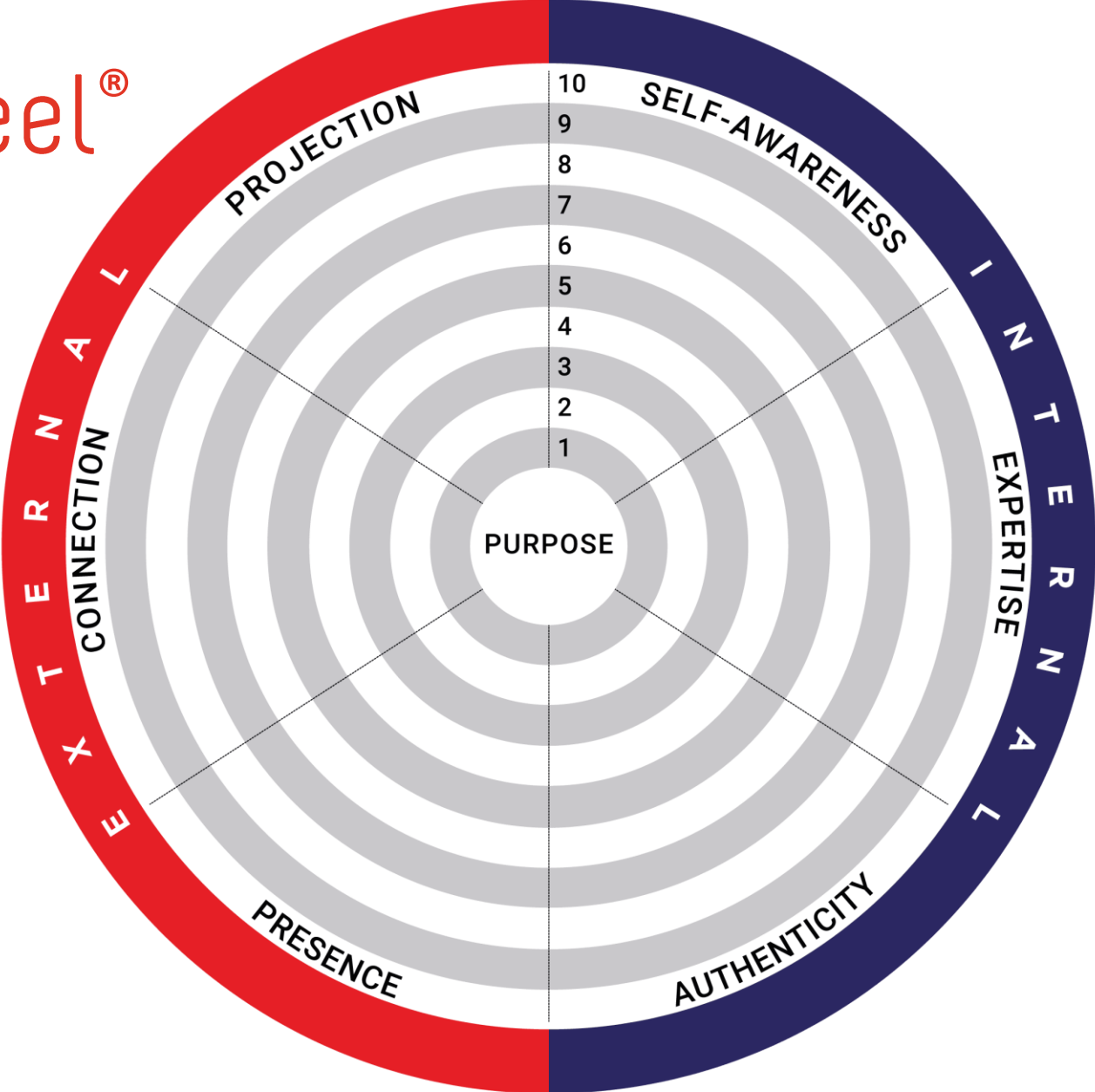
Reflection & next steps

Given my goal and deadline...

- How will I build on my strengths?
- What actions can I take to work on my development areas?
- How will my peers help me?



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