

# CONFIDENCE

## Credibility, Composure & Confidence

### *The Path to Success and Achievement*

Composed and confident individuals make a difference in the enthusiasm and creativity they bring to work in dealing with difficult people, handling challenging situations and in establishing strong positive relationships. This inspiring interactive program creates a win-win situation for both your associates and the organization. Participants will gain valuable insight into techniques for building high self-esteem, self-confidence, and learn to tackle projects and problems with increased energy and enthusiasm.

#### **What you will learn:**

- How to develop and convey a powerful, positive self-image that reflects strength**
- How to maintain a sense of high self-esteem even when things go wrong**
- Identify and overcome daily self-limiting obstacles and barriers**
- Using techniques that confidently express opinions, emotions, and ideas**
- Transform negative, aggressive and difficult individuals into productive partners**
- How to change anxiety and fear into power that propels you through stressful challenges**
- Recognize how your personal appearance impacts your credibility**
- How to persuade individuals to buy in to your ideas and follow your instructions**
- Learn how to improve your self-concept and use it to positively influence others**

#### **COURSE OVERVIEW**

Training includes, but not limited to, the following topics:

#### **Achievement and Success**

- Why talented, energetic people fall short of their goals
- Understanding how your professional success and personal happiness are directly linked
- How to create and maintain empowering relationships
- How to keep your composure and self-confidence high in the midst of hardships
- How to control the influence of negative, difficult people in your life
- How to feel good about yourself even when you're not getting any positive strokes
- Recognizing how your present system of beliefs is affecting your self-concept

#### **Positive Self - Control**

- How fear may be limiting you in ways you never imagined
- Quick self-esteem pick-me-ups to use when you're feeling down
- How to conquer the 4 confidence destroyers - anxiety, depression, guilt and anger
- Criticism you can learn from and criticism you can ignore
- How to defeat the 6 most treacherous outside threats to your self-confidence
- The single most important thing you can do to maintain high self-confidence

## Interpersonal Excellence - Communicating with confidence

- How to make sure the verbal and nonverbal messages you send signal high self-esteem and confidence
- How to take advantage of your natural communication strengths
- Recognizing the unconscious cues that tell others when you're feeling weak, non-assertive or intimidated
- How to make a positive, professional impression at meetings

## The Importance and Power of a Positive Image

- Learn ways to project an image of self-confidence and assertiveness
- How to be your own publicist so that your contributions are recognized
- How to be at your calm, confident best in demanding situations such as presentations, performance reviews and important meetings
- How to use specific techniques for turning negative self-talk into positive self-affirmations

"Your reputation and integrity  
are everything.  
Follow through on what you say  
you're going to do.  
Your credibility can only be built  
over time, and it is built  
from the history of your words  
and actions."  
- Maria Razumich Zec -



## Facilitator:

Dr. Alex Garcia, founder and CEO of Leadership Dynamics, is a globally experienced trainer, international speaker, and performance improvement coach. With over 20 years program design and delivery experience in both government agencies and employee associations. Dr. Garcia and Leadership Dynamics has a long and strong track record of providing passionate, engaging and highly effective training, with well over 3000 hours of formal classroom delivery to Senior Executives and over 1000 hours coaching Federal Judges and senior executives. Worked with diverse senior leadership clients including: Department of Defense, Lockheed Martin, Federal Law Enforcement Training Center, NOAA, SSA, NSA and the Air Force Research Laboratory, to name a few (see client list). A Subject Matter Expert in areas of Communication, Leadership, Engagement, Team Building, Relationship, Conflict Management, People Skills, Change Management, Emotional Intelligence, and other similar open-enrollment and custom programs. With a Ph.D. in Industrial Organizational / Behavior Psychology, from Wright State University, and a strong, practical and entertaining delivery style, Dr. Garcia ensures information is presented with passion and excitement to enhance retention.

## Delivery options:

Half-Day Workshop  
One-Day Workshop  
Keynote: 90-Minute  
Presentation

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