Professional Presence and Ethical Influence Course

25 – 29 October 2027
Lisbon

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Training Center

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Professional Presence and Ethical Influence Course

Ref: 940_170281 **Date:** 25 – 29 October 2027 **Location:** Lisbon **Fees:** 5700 Euro

Overview

Professional Presence and Ethical Influence Course is a 1-week course for managers and client-facing professionals who leave with a Presence and Influence Playbook. Participants identify credibility signals, regulate composure, clarify intent, read stakeholder priorities, frame relevant messages, ask purposeful questions, adapt communication, and influence without formal authority. The course treats presence as consistent behavior and influence as an ethical alignment process. Agile Leaders Training Center provides this course on professional presence and ethical influence.

Who Should Attend

- Managers responsible for gaining alignment across teams without direct authority.
- Client-facing professionals responsible for establishing credibility in important conversations.
- Project leads responsible for influencing stakeholders with different priorities.
- Specialists responsible for presenting recommendations to decision-makers.
- Team leaders responsible for maintaining composure and trust during difficult discussions.

The course assumes participants already contribute in meetings and stakeholder conversations, and leaves out general public speaking, negotiation tactics, personal branding, and advanced leadership theory.

Departments and Industries

The course supports professionals who need credible presence and ethical influence across organizational settings.

- Project and change-delivery functions
- Customer, account, and advisory teams
- Engineering and technical departments
- Healthcare and professional-service units
- Operations and corporate-support functions

Learning Objectives

By the end of this course, participants will be able to:

- Analyze credibility signals and presence habits.
- Apply composure and purposeful communication practices.
- Use stakeholder-reading and question techniques.
- Build relevant message frames and evidence sequences.
- Compare ethical influence choices across situations.
- Evaluate presence and influence effects.

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Course Agenda

Day 1: Credibility and Presence Signals

- Professional Presence Behavior Scan
- Credibility Evidence Inventory
- Intent, Consistency, and Trust Map
- Presence Habit Impact Review
- Credibility Gap Action Log

Day 2: Composure and Purposeful Communication

- Pressure Trigger and Composure Plan
- Purpose, Outcome, and Boundary Statement
- Voice, Pace, and Pause Practice Grid
- Clear Message Opening Template
- Presence Recovery Routine

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Day 3: Stakeholder Reading and Connection

- Stakeholder Priority and Motivation Map
- Listening Signal Observation Sheet
- Purposeful Question Sequence
- Rapport and Professional Connection Checklist
- Communication Adaptation Matrix

Day 4: Ethical Influence and Message Framing

- Ethical Influence Boundary Check
- Relevance, Evidence, and Impact Frame
- Influence Without Authority Pathway
- Stakeholder Concern Response Map
- Alignment and Commitment Record

Day 5: Presence and Influence Practice

- Suggested Exercise: Credibility Signal Diagnosis
- Suggested Exercise: Composure and Message Opening
- Suggested Exercise: Stakeholder Question Practice
- Suggested Exercise: Ethical Influence Conversation
- Capstone Exercise: Presence and Influence Playbook

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Practical Exercises

The course uses suggested activities to turn presence and influence choices into observable workplace practice.

- Suggested activity: diagnose credibility signals in a stakeholder meeting.
- Suggested activity: open a difficult conversation with composure and clear intent.
- Suggested activity: adapt questions and message framing to stakeholder priorities.
- Suggested activity: select an ethical influence path without relying on authority.

FAQs

Who suits Professional Presence and Ethical Influence and what does it assume?

Managers, project leads, client-facing professionals, and specialists suit the course. It assumes experience contributing in meetings and stakeholder conversations while excluding general public speaking, negotiation tactics, personal branding, and advanced leadership theory.

How does professional presence and ethical influence differ from a general communication course?

Professional presence and ethical influence focus on credibility signals, composure, stakeholder reading, message relevance, purposeful questions, trust, and alignment without formal authority rather than broad communication skills.

What creates credible professional presence?

Credible professional presence comes from consistent behavior, clear intent, relevant expertise, reliable follow-through, composed delivery, attentive listening, and communication choices suited to the situation.

How can professionals influence without formal authority?

Professionals can influence without authority by building trust, understanding stakeholder priorities, framing relevant evidence, asking purposeful questions, addressing concerns, and agreeing a useful next step.

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What keeps workplace influence ethical?

Ethical workplace influence uses accurate information, transparent intent, proportionate evidence, respect for choice, acknowledgment of competing interests, and no concealed pressure or manipulation.

Conclusion

Participants take back a Presence and Influence Playbook connecting credibility, composure, stakeholder reading, message framing, questions, and ethical choices. The playbook helps participants prepare for conversations where authority alone cannot create alignment. It also provides evidence for reviewing how presence and influence affect trust, decisions, and follow-through.