

## Charisma and Personal Impact

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Charisma is a powerful presence that enables the individual who possesses it to exert high levels of impact and influence. Ultimately, this leverages the odds of achieving greater organisational success and accelerates career progression. A charismatic person finds it easy to attract and influence others, and enjoys an increased personal impact with their verbal and non-verbal communication.

### Learning objectives

- Appreciate the impact of charisma for the individual and organisation
- How their level of charisma is perceived by others
- Experience the beliefs and mindset shared by charismatic people
- Understand the 5 internal attributes that develop authentic charisma and be able to identify what factors require development to build increased charisma
- Understand the factors that erode energy and confidence
- Identify personal physiological triggers to instantly access a charismatic state
- Identify a personal vision that evokes a strong emotional response
- Improve EIQ to achieve balance between head and heart communications
- Identify a personal vision that evokes a strong emotional response
- Build self-worth and increased self-esteem

### Techniques and approach

Blends a number of techniques inspired from Quantum Physics, Epigenetics, Noetic Science, Emotional Intelligence, Neuro Linguistic Programming, Transactional Analysis, Reiki, Dowsing and Behavioural Modelling.

### Logistical information

Delivered as a 1-day programme that can accommodate up to 15 people and includes pre and post programme profiling and assessments to benchmark and monitor specific performance objectives.

## Outline for one day event

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### 9.00am Introduction

- High impact opening using a case at The Old Bailey that made legal history in 1978 - the impact of charisma on creating an outcome against all odds
- The business case for developing charisma from the combined perspectives of the individual and the success of the organisation
- Group exercise to rate each person's impact based on 3 key areas; ability to influence and engage interest, impact on others, level of charisma (uses score pads to calculate average charisma rating)

### 9.30am Understanding and Defining Charisma

- Exercise using A1 Boards to understand and define charisma using famous charismatic icons
- The problems with attempting to develop charisma by developing external behaviours and how this constrains authenticity

### 10.00am The Charismatic Mindset

- Using the study of Epigenetics to highlight the impact of thoughts and emotions on genetic expression – charisma can be developed
- Demonstration of Dr Masuru Emoto's pioneering work with water crystals and introduction to Nikki Owen's Big Apple Experiment that highlights – charisma is a mindset
- Working in small groups, delegates receive 15 x Charismatic Mindset cards detailing a belief held by charismatic people (from global research conducted by Nikki Owen from 2663 organisations)
- Delegates discuss each belief and determine whether they agree or not with each statement
- Open group discussion of more controversial beliefs (exercise stretches thinking and expands behavioural flexibility)

### 11.10am BREAK

### 1.30am The Charisma Blueprint

- A Charismatic Mindset is replicated by developing 5 internal attributes; 1. Self-Esteem 2. Driving Force 3. Vision 4. Sensory Awareness 5. Energy
- Exercise using magnetic boards to identify typical behaviours demonstrated by each attribute
- Review and explanation of individual online charismatic profile results

### Midday Developing Self- Esteem

- Using a 'gift box' as a 3 dimensional metaphor, delegates are tasked with adopting different perceptual positions that allow them to recognise attributes within themselves that are possessed by charismatic people (reframes self perception and builds self worth).
- Group discussion on what actions erode and develop self-esteem in the workplace and how this relates to online profile scores

### 1.00pm LUNCH

### 2.00pm Developing Balanced Energy

- Explanation of energy and how it impacts on charisma Introduction to The Energy Compass™ that demonstrates the process to stimulate a balanced flow of energy (electro magnetic fields/meta-medicine and the biology of the subconscious)
- Exercises using Dowsing tools to monitor, benchmark and assess the factors that reduce or enhance energy/electro-magnetic field and why this impacts on engagement and motivation

### 2.50pm Physiological Triggers for Charisma

- Group exercise using magnetic puzzle boards to understand The Communication Model and how this relates to charismatic potential
- Exercise in threes to identify individual physical triggers that activate the flow of charisma in a way that is authentic and genuine

### 3.30pm BREAK

### 3.50pm Developing a Compelling Vision

- Explanation of 'purposeful striving' and the process of directed intention to compel attention and generate personal magnetism
- Exercise in pairs to identify a career related goal and evolve this into a strong personal vision that evokes strong internal emotions (uses pebbles (post-course anchoring) blindfolds (to promote internal reflection), and Cartesian linguistic patterns that work deeply to facilitate attitudinal change
- Group discussion on factors that enable high levels of engagement towards an organisational goal and/or vision

### 5.00pm Peer Group Feedback

- Explanation of 3-step process to provide using physical imprinting. Feedback written on cards
- Summary and close

### 5.45pm Finish

*"I was delighted by the creative and thought provoking approach to helping people unlock their charisma. A truly refreshing and enjoyable experience for anyone wanting to increase their impact and presence in what they do."*

Kim Stanbrook, OD Consultant at BT plc

*"Nikki has an impact on people like no one else I have ever experienced."*

Chris Leigh-Browne, Regional Sales Manager, City Link

*"Stimulating, challenging and thought provoking. It went far beyond the confines of many courses and really encouraged self analysis and thought constructs."*

Stuart Lowry, Training Development Director, Capita Learning and Development

*"Brilliant. This course really helps to develop a better understanding of you and the world around you. I have never been in a situation where it has had such a profound and dramatic life changing experience,"*

Nick Alvarez, Operations Manager, Siemens