

The Four Postures of Executive Presence

The Four Types

In order to convey strong executive presence and engage others, you must be able to access four different yet complementary postures.

Posture Type	Description
1	Push
2	Grounded
3	Open
4	Light

These four postures govern the way you carry yourself and how you use your body. For the most part, your body image is shaped by your life experiences.

However, you have the ability through conscious practice over time, to alter your body image and the energies you exude.

When you are aware of how you “are” in relation to your body, when you recognize changes in physical sensation and know what those changes mean, your body will become your greatest asset.

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The Four Postures of Executive Presence, continued

**Overview
Posture
Type 1:
Push**

Push is the posture you use to break down barriers or to face obstacles. Examples of images where this posture is used are the Samurai, a mother fighting for her child, or a project manager moving a team forward in spite of challenges.

In this posture, you are committed to a cause larger than yourself. You are willing to risk ego, identity or safety for that cause. You are often afraid, but move forward regardless and in so doing, discover courage.

Stage	Description
Commitment	To achieve an objective or cause larger than one's self.
Body Disposition	Determination, forward and down.
Eyes	Piercingly focused on the goal or target.
Mouth	Narrowed and lips pursed.
Energy	Forward and narrow.
Mantra	It's not about me!

**Questions for
Consideration
Posture
Type 1:
Push**

Questions for personal reflection:

Questions	Responses
How did Push posture feel?	
Was it comfortable/ uncomfortable?	
Where does Push posture show up in your life?	
If it doesn't, where might you benefit from Push posture?	

**Practice for
Posture
Type 1:
Push**

Practice process for posture type 1: Push.

Activity	Description
1	<ul style="list-style-type: none"> • Think of something you are committed to that is larger than yourself. • Hold it clearly in your mind. • Remind yourself of it daily.
2	<ul style="list-style-type: none"> • Do a Sho-gun strike daily for the sake of what you are committed to. • Do ten strikes each day for each commitment.

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The Four Postures of Executive Presence, continued

**Overview
Posture
Type 2:
Grounded**

This is the posture you use to remain calm in the face of a storm. It is the posture called upon by a compassionate judge. Or, the landowner surveying his or her property from on high. And, that of a leader meeting with his/her team for the first time.

In this posture, you are relaxed and aware, not working at it or creating tension as a result. You are calm. Your feet are on the ground, a mountain. Others may find calmness when they are in your presence.

Stage	Description
Commitment	To order, clarity, fairness and a respect for boundaries.
Body Disposition	Stability, back and down.
Eyes	Slowly scanning the horizon, seeing all.
Mouth	Even, neutral.
Energy	Outward, even, wide and all encompassing
Mantra	Everything is OK!

**Questions for
Consideration
Posture
Type 2:
Grounded**

Questions for personal reflection:

Questions	Responses
How did Grounded posture feel?	
Was it comfortable/uncomfortable?	
Where does Grounded posture show up in your life?	
If it doesn't, where might you benefit from Grounded posture?	

**Practice for
Posture
Type 2:
Grounded**

Practice process for posture type 2: Grounded.

Activity	Description
1	Use this energy when you are in crowded, busy places, surveying the people and activities.
2	Physically insert yourself into situations at work/home where there is discord. Stay centered and aware of all around you.
3	Remain in conversations that are uncomfortable while inwardly repeating the mantra, "Everything is OK."

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The Four Postures of Executive Presence, continued

**Overview
Posture
Type 3:
Open**

This is the posture of openness or “pull.” This posture is embodied by artists, visionaries, authentic leaders, and anyone passionate about anything.

When in this posture, you are able to engage others in your vision. You can connect deeply with others, pull them in, and takes them to new places.

Stage	Description
Commitment	To enroll others in vision and possibilities. To create and develop teams.
Body Disposition	Open, laid back, up and unprotected.
Eyes	Connected to the eyes of others.
Mouth	Smiling.
Energy	Inward, down and encircling one’s feet.
Mantra	I invite you to come with me.

**Questions for
Consideration
Posture
Type 3:
Open**

Questions for personal reflection:

Questions	Responses
How did Open posture feel?	
Was it comfortable/uncomfortable?	
Where does Open posture show up in your life?	
If it doesn’t, where might you benefit from Open posture?	

**Practice for
Posture
Type 3:
Open**

Practice process for posture type 3: Open.

Activity	Description
1	Use this energy when you are in crowded, busy places, surveying the people and activities.
2	Physically insert yourself into situations at work/home where there is discord. Stay centered and aware of all around you.
3	Remain in conversations that are uncomfortable while inwardly repeating the mantra, “Everything is OK.”

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The Four Postures of Executive Presence, continued

Overview Posture Type 4: Light

This is the posture of dreamers, inventors, adventurers, and anyone being “unrealistic.” However, in this posture you see possibilities in everything. You try anything once or twice before making up your mind.

Stage	Description
Commitment	To outrageousness, boldness, leaping into and out of new paradigms.
Body Disposition	Flexible, forward and up.
Eyes	Move from person to person, uncaring who is watching.
Mouth	Expressive.
Energy	Moves in and out, forward and back, in all directions before easily returning to center.
Mantra	Let’s try it!

Questions for Consideration Posture Type 4: Light

Questions for personal reflection:

Questions	Responses
How did Light posture feel?	
Was it comfortable/uncomfortable?	
Where does Light posture show up in your life?	
If it doesn’t, where might you benefit from Light posture?	

Practice for Posture Type 4: Light

Practice process for posture type 4: Light.

Activity	Description
1	• Move your body in ways you never have before. “Play” with a single movement, then improvise and expand.
2	• Sing Karaoke.
3	• Dance to unfamiliar music.
4	• Take dance lessons.
5	• Take up a sport you have never tried.
6	• Play games that use your body (Charades, Gestures)
7	• Weekly, do something new that uses your body. Try yoga, painting, or drinking liquids with the other hand.