



Personal Presence on the Phone

Think of a call you need to make in the coming days with a peer or someone you report to. Think ahead to some new techniques, skills, or ways of being you'd like to try. See if it makes a difference in your personal presence.

Who is the person with whom you'll be speaking?

What is the content of and context for your meeting?

What is your desired outcome for the meeting?

From your point of view, will this be a mostly “telling” conversation, a mostly “listening” conversation, or a true back-and-forth exchange of ideas?

Will you be sharing information with one another, finding out about different perspectives, just checking in with one another, making decisions, debriefing a recent experience, or something else?

Which of the following would you like to try out in this call?

- Maintaining high energy
- Maintaining focus and not multitasking
- Standing or moving about the room—being physical and using gestures
- Using a Passionate Purpose

Once you've made the call, please describe your success.

What worked well and what could have worked even better?

What did you learn and what are you willing or interested in trying differently in the next call like this?
