

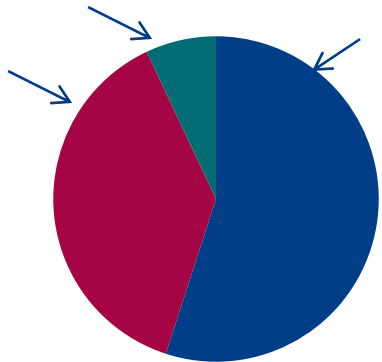


Improve Your Executive Presence: A Practical Approach for Techies and Non-Techies Alike

January 22, 2009 by Tom Mungavan

Intelligent Impatient Person Profile (IIPP)

- OPPOV**
- Rewarded
- Motivated
- Afraid
- Action



Decade Shift



AUTHENTIC EXECUTIVE PRESENCE		
C OMMAND OF THE ROOM		
L EVERAGE INFLUENCE AND POWER		
E XPECTATIONS TACTICAL AND STRATEGIC		
A UDIENCE CONNECTION		
R ELATIONSHIPS REMOTE AND LOCAL		
L ISTENING EFFECTIVENESS		
I NSPIRATION MOTIVATION AND PRAISE		
IIPP INTELLIGENT/IMPATIENT PERSON PROFILE	 Visual Vocal Content	OPPOV OTHER PERSON'S POINT OF VIEW ANALYSIS
Decade Shift CAREER PATTERN		S.O.M.E. MODEL



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Authentic Executive Presence at Any Stage of Your Career

Tom Mungavan has over thirty-five years' experience in marketing, computer applications and executive management with IBM and Target Corporation. He formed Change Masters® in 1986 to help companies and individuals deal with change quickly and successfully. He helps executive teams, boards of directors and technology teams be more effective. He is a translator between business and technology leaders. Tom has a strong track record helping companies strategize, negotiate and win large contracts in complex sales environments. Tom is co-author of "Seeing Yourself as Others Do - Authentic Executive Presence at Any Stage of Your Career". He is a professional member of the National Speakers Association, a Certified Systems Professional and holds an MBA from the Carlson School of Business at the University of Minnesota.