

Presence
*Based on the book
Presence by Amy Cuddy*

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What is Presence?

- Presence is being ourselves, and keeping confident, no matter what happens.

Presence

- State of being **attuned to** and be able to **comfortably express** our true thoughts, feelings, values, and potential.
- That's it.
- It's not permanent, transcendent mode of being.
- It comes and goes, It is a moment to moment phenomenon.

Presence

- All have felt powerless in the face of great pressure or anxiety
- How do we tap into our presence when we need it most?

- Tara Bishop
- NCURA's Deputy Chief Executive
- We will discover here today, 5 simple ways to liberate ourselves from that feeling of powerlessness we can sometimes feel in crucial moments ..how to tap into our presence

- Served on the Leadership Team for NCURA's Leadership Development Program and Executive Leadership Program since 2006.
- Certified Meditation Instructor, Teacher's path for Yoga and Ayurveda, Chopra Center University



Presence

- Our search for presence **is not** about:
 - finding charisma or extraversion
 - carefully managing the impression we are making on other people . We can't control what people think.
 - We can't make them happy!
- It's about the honest, powerful connection that we create internally, with our selves.

- This type of presence comes through incremental change.
- Don't need to embark on a long pilgrimage or experience a spiritual epiphany, or work on a complete inner transformation.
- These are big..daunting..elusive, abstract

- Instead focus on moments
 - Achieving a state of psychological presence that lasts just long enough to get us through our
 - most challenging
 - high stakes,
 - a lot is on the line situations

- Through self nudges, small tweaks in our body language and mind sets, we can achieve presence.
- We can self – induce presence

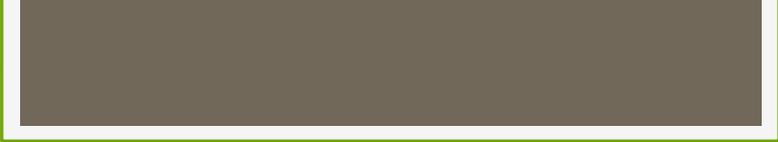
Overview

Manifesting Our Presence

- Who we are – always start with self!
- View of others (especially those, up to now, we have had a difficult business relationship with
 - Listening
 - Breathing
 - Taking Up Your Space and Power Poses

One Minute Centering Ready Us to be Present

- Put everything down, uncross your legs
- Close your eyes, take nice deep breaths, in the nose, out through the mouth
- Feel your feet on the ground
- Feel your sit bones in the chair
- Bring our shoulders to our ears
- Drop and relax those shoulders
- Deep breath in and out
- Gently open your eyes



Now that we are centered
and present..let's
consider..Who am I?

Who Am I ?

- Are you a research administrator?

Who Am I?

- I would submit to you for your consideration, you are not a research administrator...
- It is one of the very important roles that you play. One that you put your best effort and attention to. One that you take pride in.
- Not who you are.

In Talking About Presence

- Who we are speaks to our values, our gifts, our desires.
- Important to spend some time, considering who we are, as that is who we want to show up, in those critical moments.

Getting to Know Ourselves

- What are three words that best describe you as an individual?
- Write those on the back of your badge..Share
- Before you go to the dinner groups and may be nervous about not knowing people, or about to present, or about to ask a question, or go into a tough meeting at work, check in with who you are.
- Ground yourself in who you are before playing one of the very important roles in your life

Homework

- Slides will be on line and you can always email me at bishop@ncura.edu

Getting to Know Ourselves

- What is unique about you that leads you to your happiest time and best performance? (when you show up as your authentic self)
 - *Steve Smartt*

Getting to Know Ourselves

- Reflect on a specific time – at work or at home – when you were acting in a way that felt “natural” and “right”. How can you repeat that behavior today?

Getting to Know Ourselves

- What are your signature strengths and how can you use them ?
- Put these somewhere at home..or in your office..read them. Read them before you have that difficulty meeting.
- Mine are in my book where I take/keep my meeting notes.
- If you choose to share your answers with me, I will put them all together, without names, and share out to the group. (bishop@ncura.edu)
- Powerful to hear each other's stories

View of Others

- Whatever we really think is coming through.
- If we think someone is a nightmare, it's coming through, no matter what we say.
- Need to go in to each encounter with a positive energy toward the other person.
- Need to consider that person, as a person, not just as their role.

- Metta Meditation
- Loved one
- Great colleague
- The person you are about to meet with that, up until now it has been super hard!

- May you be safe
- May you be happy
- May you be healthy
- May you be free from suffering

- You have fears and anxieties, just like me
- You want to be happy, just like me
- You have known pain, just like me

- May you be safe
- May you be happy
- May you be healthy
- May you be free from suffering

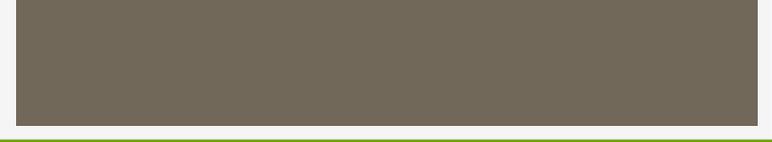
Game Changer

- Doing this short Metta Meditation each day, ending with that person that up to now it has not been easy, will gently and from the inside out, heal that relationship.
- You don't even have to tell them!
- Completely healed a business relationship I have..when we change, everything changes.
- Try it for a few weeks..feel the change!

Practicing Metta Meditation

- Helps Us Be Generous
- Helps Us Be Magnanimous
- Helps Us Be forgetful (don't bring the past issue into this moment)
- If you reflected on that difficult moment, and how you might respond differently, it is now in your toolbox if you need it. Don't assume you will – and it is there if you do

- If you are protecting yourself against harm, emotional harm or humiliation, you can't be present, because you are too protected.



LISTENING

- When you listen to someone, it is the most profound act of human respect.
 - William Ury
- A lot of times we want to talk first..to be impressive.
- Real listening is crucial to presence. Real listening can't happen unless we have a sincere desire to understand what we're hearing.

- Not easy – we need to suspend judgement
 - Even when we are feeling frustrated or scared or impatient or bored and even when we feel threatened or anxious about what we're about to hear (because we think we know it or because we don't know it.
 - Letting go of what we thought we knew.
 - *Feedback on my listening*

- We have to give people space and safety to be honest, and we can't respond defensively when we are listening.
- If we are defensive, we need to come back, apologize. We need to make it easy for people to tell us their truth.
 - *Question on my late submission..*
- Release fear of silence. Let Silence do the heavy lifting in a conversation.

Release Fear of Silence

Let Silence do the Heavy Lifting in a Conversation

- Tara in recovery –
- Fill in the silence
- No patience to let a moment unfold
- Ask for something, if there was silence, back peddling and then I am offering to do more!
- Patience to let a moment unfold

Benefits to Listening

- People can trust you
- You acquire useful information
- You develop solutions that other people are willing to accept and even adopt
- When people feel heard they are more willing to listen.

Breathing

Breathing

- Sitting comfortably and taking deep breaths triggers a calming reflex
- Understanding that you can control your breathing, is a first step in understanding how you can control your emotions – that you have the tools to do it yourself.

Breathing

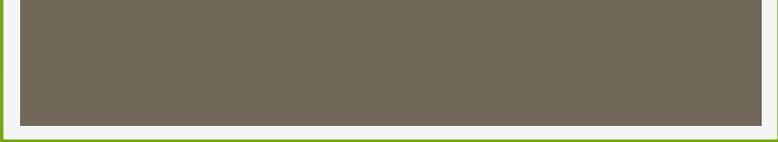
- When your mind is racing, when something unexpected happens in a work or social situation, when you don't know what to do, you know you can calm yourself by controlling your breathing.

Let's Breathe Together!

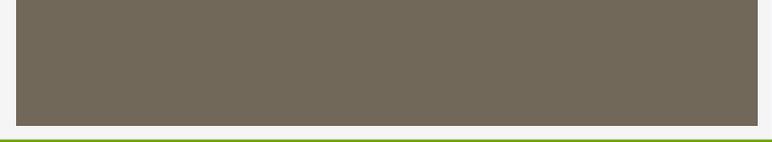
- Close our eyes
 - Feel our feet on the ground
 - Our sit bones in the chair
 - Relax our Shoulders
-
- Breathe in for 3
 - Hold for 3
 - Breathe out for 3

Breathing

- Something you can do for 2 minutes before a meeting
- Helps you be more present in the meeting, which increases your “presence”



Taking Up Your Space & Power Poses



**Your energy
introduces you
before you even speak**



Getty Images



Take up your space!

- How you sit in your chair
- Where are your arms? Your head? Your shoulders? Movement and posture tells the brain how to feel! Take a walk around the block.
- Alexander Technique (volunteer)

Walking Around the Office

- Walk, don't run!
- Make eye contact
- Smile!

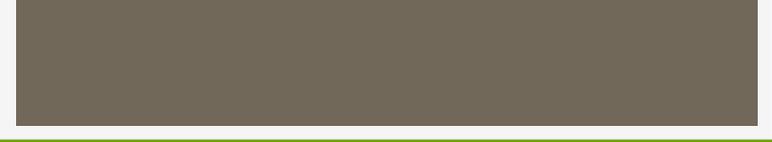
- Our bodies don't just carry us where we want to go
- They can help carry us to who we want to be

- Where our bodies lead, our minds and emotions will follow
- Walking into a meeting...leaving a meeting

When we feel powerful, we spread out!

- Gymnastics – after a routine
- Wonder Woman
- John Wayne
- Superman
- Soccer after a goal in the World Cup

- Let's take a PowerPose – 2 minutes before a meeting in private..or as a team!



- Nudge yourself...

- tiny tweaks, over time, lead to big changes.

Let's close our eyes

- Let's imagine an upcoming moment, that up to now, has been difficult
- imagine yourself approaching it with confidence and excitement instead of doubt and dread.
- Imagine yourself feeling energized and at ease while you are there, liberated from your fears of how others may be judging you.

- Now imagine leaving that interaction, without regret, satisfied that you did your best, regardless of the measureable outcome.
- We can treat even the most difficult interactions as opportunities for us to reveal what we're capable of and to express our worthiness.

- Can't control the outcome, because we can't control the many other variables that determine it, like what other people will do.
- We can be sure that we have presented our most sincere selves. When we do this we are more likely to be compelling, even influential.
- Gently open your eyes.

Recap

- Take it one moment at a time
- Remember who you are
- Have compassion for others
- Listen Deeply
- Breathe Deeply
- Take up your space in the room..and invoke a Superman or Wonder Woman if you need it!



I never lose. I either
win or learn.

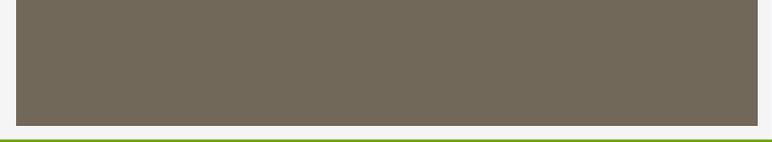
Nelson Mandela



INSIGHTTIMER

Enjoy Tapping into Yourself and your Presence!

- Enjoy tapping into your self
- Enjoy being present in the moment
- Share your “Presence” with others
- You will all now inspire others to tap into their presence, with your example



o Thank you!

**o Tara Bishop,
bishop@ncura.edu**

Next Leadership Presentation

**58th Annual Meeting August 7-10, 2016
Washington, DC**

**Conscious Leadership Workshop
Faculty Tara Bishop
Sunday August 7th 8:30 am – noon
Hope to see you there!**