

Projecting Credibility and Confidence

Increase your impact.

LARGE-GROUP SEMINAR

Whether you are meeting one-on-one or presenting to a large group, appearing credible and confident will significantly raise your effectiveness.

This seminar examines the power of the “sub-textual” conversation—body language, vocal patterns, and mannerisms that can raise or lower one’s status in the workplace. Based on 20 years of research, nonverbal communication expert Cara Hale Alter outlines explicit “codes of conduct” for projecting credibility, especially when the stakes are high. Individually, these behaviors are easy to implement: together they form a skillset that can transform your career.

DISCOVER HOW TO

- Cultivate personal presence
- Recognize/Prevent the “tells” of nervousness and intimidation
- Strike a balance between authority and approachability
- Demonstrate composure under pressure
- Avoid unintentional behaviors that may lower your status

BIO FOR CARA HALE ALTER

As founder and president of SpeechSkills, Cara has provided training to some of the world’s best-known companies, including Allianz, Caterpillar, eBay, Gap Inc., Google, IDEO and Williams-Sonoma. A guest lecturer at UC Berkeley, Harvard University, Stanford University, and UC Hastings College of Law, Cara has also worked with numerous top 100 law firms, including DLA Piper, Morgan Lewis, O’Melveny & Myers, and White & Case. She is a frequent media source, with appearances in *Forbes.com*, *The Globe and Mail*, *USA Today*, and countless other media outlets. Her critically acclaimed book *The Credibility Code: How to Project Confidence and Competence When it Matters Most* brings the key concepts of her signature workshops to the printed page.