

A Lesson of Power

CHARISMA

The ability to easily build good relationships, convince people of your ideas and way of thinking, and attract allies to cooperate is the essence of charisma. Being able to get people to get involved in the things you believe in requires three powers: presence, authority, and kindness (warmth). In the work of a volunteer, it is sometimes a challenge to demonstrate such behaviour, which is to be perceived as authority, competence and agency. Power-up workshops focus on developing the charisma of authority.

Target

WORKSHOP

The target is to demonstrate to the participants the influence of different behaviours, gestures and ways of speaking on the perception of their power. Power-increasing tools and methods are also intended to show when it is worth utilising charisma-increasing strategies.

45 MIN

A word of advice

When you have an important speech and you are not feeling entirely confident, follow the directions recommended by Amy Cuddy. In addition, a helpful technique can be to visualize your power and influence by imagining in detail how firmly you stand, how charismatic you talk, and how trustworthy is what you talk about as well as that your interlocutors show their willingness to get involved and co-operate.

GROUP WORK

Author

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Recommended:

Watch Amy Cuddy's speech at TED (<https://www.ted.com>): "Your body language may shape who you are".

Instructions

Each participant should describe on a piece of paper a problem, situation, view, activity, of which he/she is 100% convinced and wants to interest other people and attract attention. Ideally, the topic should be about passion, hobbies, business, play, art, cooking, gardening, etc. (beware of religious, political or ideological issues that may provoke excessive emotions).

Then, take a few minutes to prepare 2-3 volunteers for the presentation. During this time, give the observation sheet to the others to make notes regarding:

- Voice - was it soft or loud? High or low timbre? The presenter spoke fast or slow?
- Body posture - upright, stoop-shouldered, angled? Head - straight, bowed, down?
- How did the speaker greet the audience, what was her/ his handshake?
- How much space did the person presenting the topic take? Was she/he most of the time in one place, standing, walking or moving?
- Was what she/he said consistent with what her/his body was communicating? Were verbal messages and gestures coherent?
- From the way he/she was answering the questions, could you tell that he/she was trying to understand the other person's point of view? Did she/he use reflection or paraphrase?
- How did the audience feel the speaker's power? Was it convincing?

Voice power

On the board (flipchart), list all the characteristics of the voice that were perceived as proving the power and authority of the speaker.

Body posture power

What body posture increases the feeling of power? Have everyone practice the posture of a big gorilla and the king's pose for 2 minutes. On the board, write down all the postures that indicate power. Which of them had the speakers during their presentation?

Non-verbal signals power

List on the board all the signals that gave the impression of inconsistency/lack of integrity and any signals that were very consistent.

Summary

Using the tips from the book "The Power of Charisma", the TED video (Amy Cuddy), and the conclusions from this exercise, develop a charisma pattern of power that the volunteer should develop in addition to the charisma of kindness.

The Magic of a Story

An engaging story has enormous power. We've heard stories from childhood, and storytelling has always attracted people who are curious about the world, other places and adventures. The fascination with fairy tales, legends or reports from adventures and experiences is, in a sense, primal, as it has always made people feel connected.

POSITIVE INFLUENCING

A well-told story draws attention, creates bonds and trust. In addition, it evokes natural and real emotions and promotes learning and making changes.

Target

WORKSHOP

The aim of the workshop is to learn how to use stories to generate attention and have a positive impact.

A word of advice

Telling a true story of your own is certainly the BEST WAY to build trust. People sense authenticity, therefore they will know when you are telling the truth!

40-45 MIN

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GROUP WORK

Instructions

Working in a group, discuss all the strategies. Then everyone should prepare and present their story, bearing in mind the intention that should accompany the story. What does the storyteller want to tell the audience through it? In turn, the listeners will share the impact of the story on them. What are their reflections? How did it help them?

Strategy 1 – Tell your own story

Do not make things up. Don't borrow the story of another person who inspired you. Don't think you don't have any interesting stories - you do. They don't have to be chilling, amazing adventure stories like escaping a bear or an avalanche. Daily stories are okay, even better than fun, since they are true. The trick is to just say something that MOVES you. You will see that when it is true, it is easy to tell. No stress, no pressure, you just say what happened.

Strategy 2 – Make it a real story

There is nothing more attractive than authenticity. What is certain is that people want the "real deal." Trust is the most valuable asset and the most difficult to obtain. The main reason we don't trust someone is because they appear inauthentic and therefore untrustworthy. One can't fake it. Sometimes people try, but the falsehood can be spotted a mile off! When you present yourself credibly by telling a true story, you build trust and attract others to get ready to involve and co-operate.

Strategy 3 – Be present

In a world of extreme distraction, real presence is a gift. How often do you have the feeling that your interlocutor is not listening and their thoughts are wandering elsewhere? How many times do you take on multiple tasks, hoping to do more, and finally find out that due to the distraction you have finished few tasks? When you tell a story and you really are in it as you tell it, you are present in the story and therefore you are present to the listener. Experiencing someone else's presence is an intense and touching experience, but a rare one. Be present and you will get a huge prize.

Strategy 4 - Recognition

When you can appreciate another person's contribution, talent and mastery, it actually shows YOUR values. When you really see and praise others' ingenuity, accomplishments, and contributions, they'll join in telling your story. The importance of recognition is greatly underestimated. Practice and the habit of recognition are often sorely lacking. When you focus outside yourself and support the work of others with all your heart, your generosity pays tenfold.

Strategy 5 – Appreciate what you have

When you appreciate what you have instead of constantly living dissatisfied with what you lack, it changes your life. There are people who focus constantly on what they don't have; this is their story. Sometimes it's hard to be around them.

It is extremely attractive to others when you tell a story about what is present in your life, at the same time showing that you are happy about it (even if it is far from perfect). Optimism and not giving up is, above all, a gift for yourself.

The Diary of Gratitude

A wise man said to his student: Every person you meet today is a Friend or Teacher to you. Use these meetings without neglecting any lesson, without disregarding any reflection. Whatever you get from people you like and people you don't like is a gift for which you should be grateful to the universe.

CHARISMA

Target

Learning to see opportunities for learning and development. Reducing the tension resulting from contacts with people who annoy us, irritate us and whom we do not like.

WORKSHIP

A word of advice

Keep the diary of gratitude regularly for at least 8 weeks.

5-10 MIN DAILY

Author/ Inspiration

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INDIVIDUAL WORK

Instructions

Designate a special notebook for your diary. Important: Write only in handwritten form, it will allow you to freely flow your thoughts. Write without focusing on correctness or style. REFLECTION is important.

The friend or teacher mentioned at the beginning of the story are archetypes. These names should not be taken literally. Friend - is the archetype of a person you feel sympathy for and are ready to listen to, take into account his/her opinion, with whom you generally agree, in whose company you feel good.

The teacher, on the other hand, is the archetype of the person you don't like. You do not like her/him or when you first met her/him, she/he did not win your affection or interest. Maybe this person irritates you, annoys you, maybe you are irritated by his/her views, opinion, appearance, behaviour, whatever.

A particular person can be sometimes a Teacher to you and sometimes a Friend. Don't skip such situations. You may really like and value a person, but one incident that happened made you feel uncomfortable. Maybe he/she reprimanded you, maybe refused to help you, and maybe irritated you with her/his behaviour in a specific situation.

When keeping a gratitude diary, you do not need to write down the full names; initials are enough. In relation to people you don't know, and who you have met on your way - write them down as you like (you can give a name to a person or stay with Mr. X / Mrs. Y). There is one condition: even if this person has in a strong way negatively influenced your emotions, even if you don't know him/her and you will probably never meet him/her again, never, ever give him/her an offensive term, do not use diminishing pictures or words. Even (and especially!) when no one but you will see these notes.

Keep your notes as follows:

Date - person - role (Teacher or Friend) - I am grateful for/because:

.....
.....

Example

2-03-2021

1. Colleague AB - a Teacher - despite the fact that he refused to help me, I understood how important it is to be assertive and not to ignore my important needs. He opened my eyes to it. I am really grateful to him for this, because I have realised that I put too much on my shoulders and then I don't have time and strength to do it.
2. Saleswoman X – a Friend - I am grateful that she was so kind and patient with me.

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