



“Decoding Presence: Mine & Others”



Dorothy E. Siminovitch, Ph.D., MCC

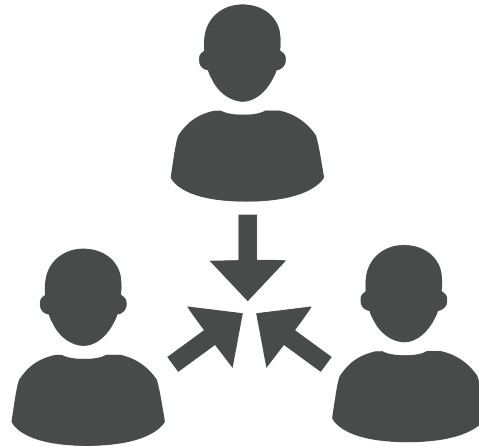
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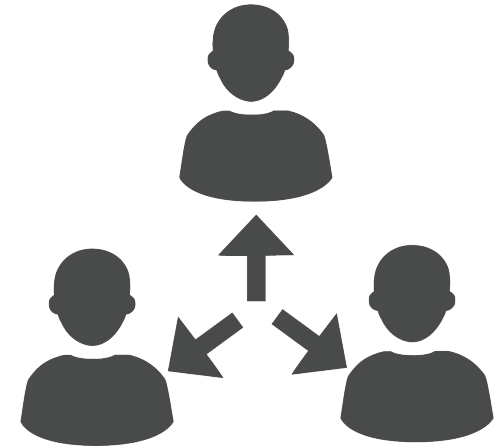
“DECODING PRESENCE: MINE & YOURS”

elevate

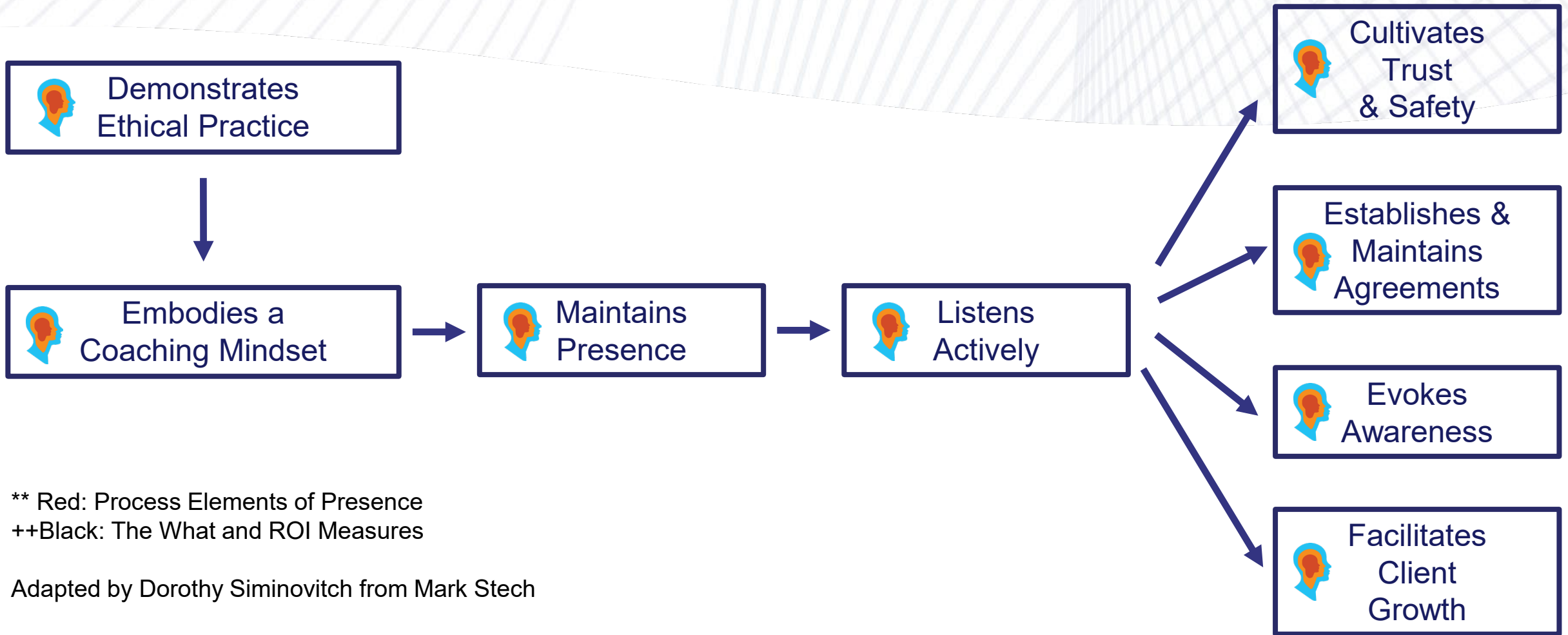
When you meet a new client



Resonance?
(Cues that connect us)



Dissonance?



** Red: Process Elements of Presence
++Black: The What and ROI Measures

Adapted by Dorothy Siminovitch from Mark Stech



What is presence #CC5

Presence = Human Technology

- In ourselves
- With others
- In our field

Presence is our human GPS

Q: “How do you use your Presence”





- Sensations, feelings, emotions, thoughts
- Social Cues
- Behavioral Cues
- Process Cues

Coaching Agreement:
Wanted-Needed or
Missing

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**“Presence is our GPS
where the data of the
moment is registered.”**



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Clues & “Tells” of Effective Presence

Presence relies on accurate data in the moment. How do we elicit accurate data from our clients?

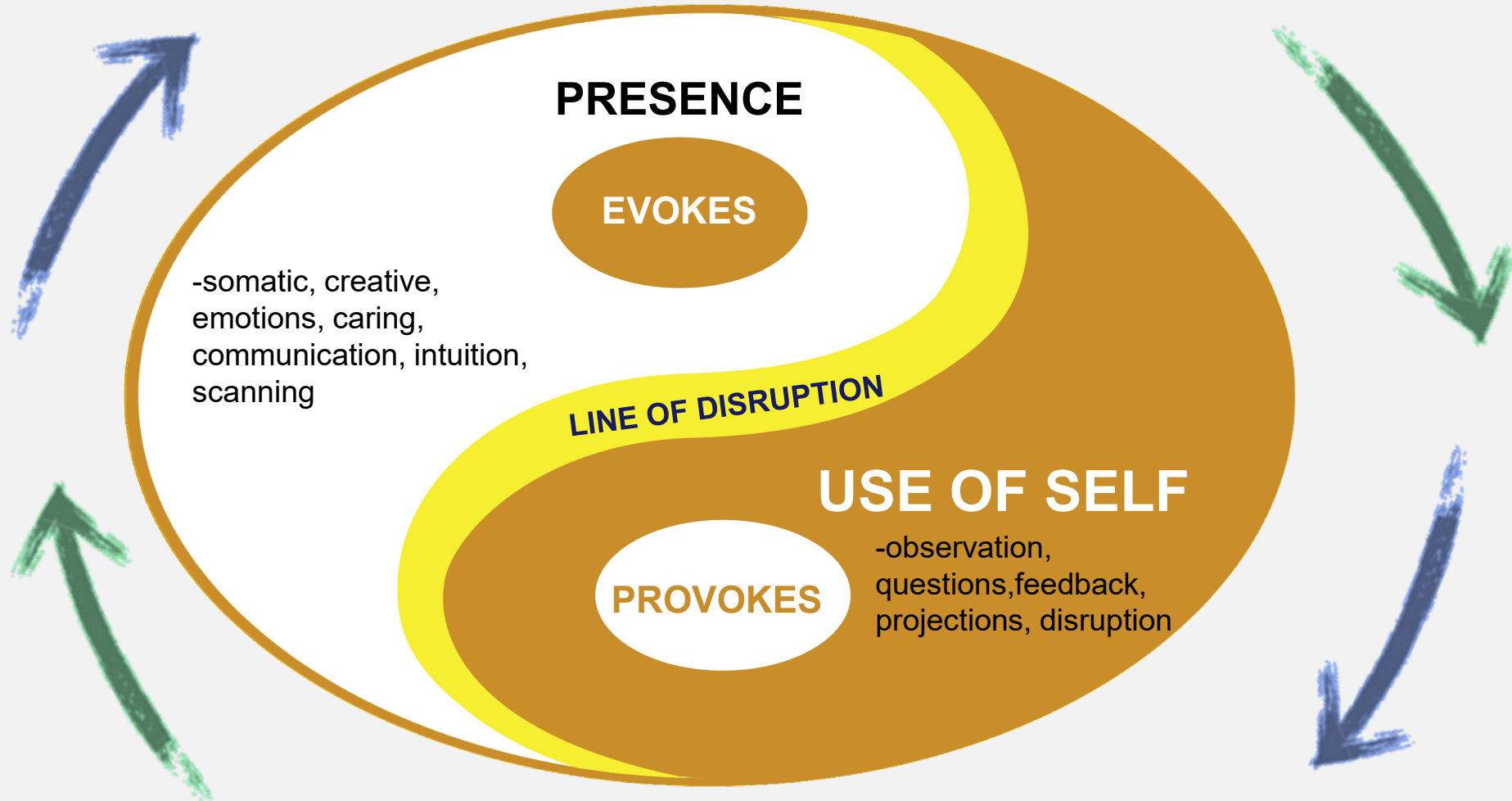
SAFETY Creating a space of safety

TRUST Create collaboration

COMPETENCE Deliverable

.Opportunity : IN perspective-thinking-feeling

PRESENCE is a quality or state of being that **EVOKES** an interested or resonant response in others.



Use of Self is intentional action(s) taken to add what is missing or to **PROVOKE** what is needed.



Do you experience yourself as a barometer of what is happening in the moment?

How does presence inform you about . . .

- **Relaxed & attentive & available**
- Your ability to **stay in the moment & be responsive** to what is emerging
- Your capacity to **embody & be able to access the** dimensions of presence needed eg: empathy, communication



Presence & Response

Registering Data: energy, mood, emotion, care, intuitions, scanning – evokes awareness

Somatically attuned to context

Relaxed, alert, aware to self & others

Notice Disruptions: figure, want, and need.

Presence:

Data & Response

Attentive to process (B.M.E.) and perspective

Can make observations

Can take action for want, need, or what is missing

Can give data-based feedback → creating reflection

Can turn advice into a reframing/reflective question

Can offer metaphor or projections (enlarging) – provoke awareness



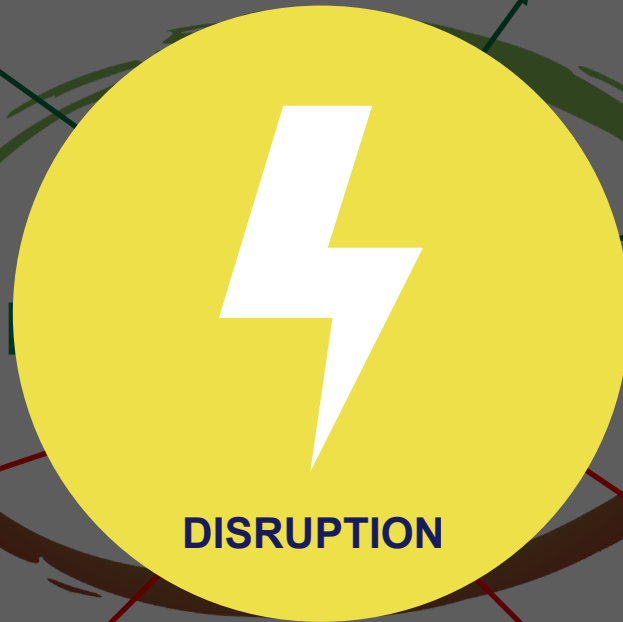
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Presence has a Relational Process



- Orientation
- Coaching agreement

- Direction + Managing resistance to change
- Positive feedback to stimulate new learning

- Supporting new awareness and articulation of what was learned and/or is different

The 7 Dimensions of Presence - Ongoing Work



Self-awareness needs centering and breathing practices (e.g., yoga, qigong).

Creativity needs carefree practice in a safe group to envision, appreciate, and enact alternate perspectives.

Emotional Intelligence needs practice naming emotions accurately, starting with one's own reactions.

Caring and Connection needs calling upon your emotional intelligence to understand others' stresses and choosing to act with compassion.

Communication needs practice in giving feedback with clarity, concision, and integrity—saying what you mean that reflects what you believe

Intuition needs mindfulness practices that put you in touch with your daydreams and your moral compass

Scanning the Field needs you to call upon every other dimension of presence, sensing and observing what's happening within you and around you.



Searching for Presence decoders

DERAILERS

- **Scattered**
- **Burnout/resignation**
- **Disruption**
- **Isolation**

PRESENCING

- **Centered**
- **Focused on
priority/boundary**
- **Welcoming adaptivity**
- **Network= Net worth**

Where Am I:

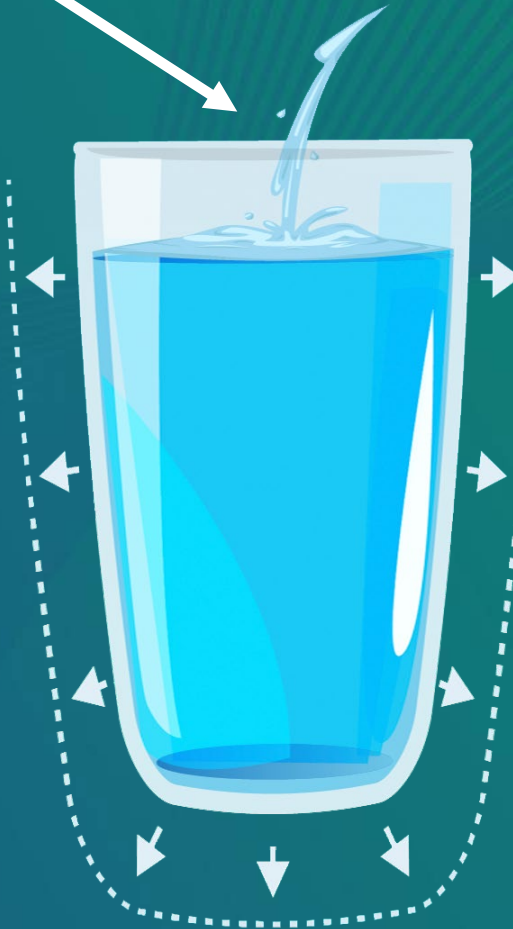


Awareness Intelligence™ is the Outcome of Vertical Development

Horizontal Development

- About adding more information, knowledge, models

*Adapted from Nick Petrie



Vertical Development

- Expanding the cup

Expanding the “Cup”

- Thinking, feeling, and acting to meet complexity & adaptive response

Awareness Intelligence™



In a fast changing world,
presence lets you know:

- Can we trust that person-are they real-or was it marketing?
“It’s ALL **Authentic**”
- Are we interested/inspired or learning from them?
- Do we want more?



Coaching skills for “hi-touch”
engagement Awareness IQ

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