

# Method Teaming®

## Executive Presence

## Development

Enabling World-class executive interaction



### Your weakest link

Executive Presence skills are the great enabler. To lack these skills can become your weakest link. This is so often the case for most young managers and executives. OND provides Executive Presence Development to address this need.

The audience for EPD is anyone whose business success depends upon their ability to communicate their ideas powerfully.

The focus in EPD is on non-verbal components of executive presence. Science tells us that this is 93% of effective communication. EPD is focused on making our students extremely effective within this 93%.

## How does EPD work?

Our approach to EPD is very direct, but very positive. We use “stop and go” technique to stop the student as soon as dysfunction is identified, and to work with the student until they have eliminated that dysfunction. We want the student to understand what it “feels like” to eliminate that dysfunction. We offer liberal positive enforcement as the student begins to chip away the dysfunction. Our sessions are described as “intense but positive”.

EPD is a two-stage process. The first stage is oriented toward removal of dysfunctional components in a student’s executive presence across four dimensions: eyes, face, body and voice. The second stage is oriented toward teaching the student “how to fish” or identify individual components of executive presence in others that they may want to adopt for their own use.

The number of sessions required for Stage 1 and Stage 2 is entirely dependent on the degree of dysfunction present at the outset of the program and the speed at which the student learns, much of which is determined by their degree of motivation.

EPD can be delivered either in a one-on-one environment or in small groups. An EPD session for small groups is typically a 2 to 3 hour session. The size of the group will dictate the amount of time that each student has “on stage” for personal coaching. Students will learn considerably by watching other students being coached. Students would attend one session every 1 to 2 weeks. EPD is usually purchased in a set of 3 to 5 sessions; however, we do stand-alone introductory sessions.

Given a motivated student, substantial improvement can be accomplished in one session, with truly remarkable improvement accomplished over a set of three to five lessons.

## Applying Method Teaming

Our preference is to have a MTIP (Method Teaming Intellect Profile) produced for each EPD student. This allows our instructor to understand the natural tendencies of the student, and to understand how to “craft” the student’s executive presence in a manner consistent with the student’s natural intellect.

Video is optional. Armed with video footage, the OND instructor then creates “Dysfunction” clips and “Brilliance” clips that are shown to the student at the beginning of the following session.

The Dysfunction Clips motivate the student to stop elements of their executive veneer that are not working.

The Brilliance Clips keep the student motivated and moving in the right direction. All clips are delivered to the student on a DVD that they can watch before each critical meeting with a client or prospective client.

OND’s approach to EPD is very direct unlike most programs on the market that utilize a very “oblique” approach. Results are typically dramatic in both speed and degree of improvement.

## What is Method Teaming?

Method Teaming is a unique and easily learned solution that provides organizations with a way to create purpose-built, mission-perfect teams.

The key to forming exceptionally high performing teams is to have precisely the right mix of natural strengths and talents or ‘Intellects’. Method Teaming employs a business centric science which allows team members to better understand their own and each other’s talents. It provides a common language which allows teams to work together with a shared understanding and purpose. Method Teaming is proven to dramatically improve profitability and productivity. It has been field tested and used by many Fortune 100 companies.

What if your staff were fully utilizing all of their talents and strengths all of the time? What if all your team members communicated perfectly on every occasion? Method Teaming has delivered these outcomes for other great businesses around the World.

## About OND

OND LLP was founded in 2003 by a former Big-Four partner. OND’s core offering is called Method Teaming, which is used to create and manage mission-perfect teams using Intellectual Diversity. Method Teaming can be applied to any business function or mission-specific team to accelerate business performance.

## Contact us

**To learn more about Method Teaming go to:**  
[www.methodteaming.com](http://www.methodteaming.com)



***We Build Mission-Perfect Teams***