

Executive Presence

Grad School Programs by **Rushab Kamdar**



WORKSHOPS + KEYNOTES

Helping students become **confident** job candidates and stand out during networking and interviewing.



The Confidence Company

www.rushab.com

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Creating **Confident** Candidates

Communication. Credibility. Confidence.

At **Executive Presence**, we don't just prepare MBA and Specialty Masters students for their next career move; we empower them to command attention and leave a lasting impression. Our workshops delve deep into the essence of confidence, credibility, and communication, instilling in students the ability to radiate executive presence and effortlessly navigate the intricacies of professional networking and interviewing.

What Sets Us Apart

In a world of cookie-cutter workshops, we offer something different. At **Executive Presence**, we believe in learning by doing. What makes us unique? Our commitment to engagement. Our workshops aren't just lectures; they're interactive experiences where students get hands-on with frameworks and concepts. With our Socratic approach, we spark critical thinking and provide opportunities for real-world application.

Meet Rushab

With over two decades of entrepreneurial expertise spanning eight businesses across ten diverse industries, Rushab has dedicated himself to empowering professionals and leaders to communicate with impact, stand out, and exude confidence.

Over the past eleven years, Rushab has delivered workshops and keynote speeches to esteemed universities nationwide and globally. Additionally, he regularly conducts workshops to corporations such as Google, Forbes, Unilever, and other Fortune 100 companies.

Some Of Our Graduate School Partners



Workshops **Summary**

At **Executive Presence**, we have 3 core workshops and optional add-on sessions. Each workshop topic addresses areas that can help students improve their executive presence.

Step 1: Choose Desired Workshop

Core Workshops

1. Superpowers: Executive Presence During Networking + Interviewing
2. Speak With Impact: Communicate With Confidence
3. Business Acumen: Think + Talk Like a CEO

Step 2: Choose Add-On Session (Optional)

Add-On sessions are topics that can be added to a standard core workshop. These sessions are 30-45 minutes in length.

1. Leveraging LinkedIn To Standout
2. How To Impress When Networking
3. Answering "Tell Me About Yourself"
4. Interview Prep: Know The Company
5. Navigating The American Professional Landscape

Additional Information

Sessions Include:

- | | |
|----------------------------------|-------------------------------|
| 1. Pre-Engagement Calls | 3. Worksheets & Frameworks |
| 2. Breakout Sessions & Exercises | 4. Recordings (If Applicable) |

Options:

Onsite & Virtual options available
Keynote + Workshop hybrid options available
Onsite workshop pricing starts at \$3,000



Core Standard Workshops



Superpowers

Executive Presence During Networking + Interviewing

Empower MBA and Specialty Masters students by equipping them with tools, frameworks and strategies to discover their unique strengths, highlight their transferrable skills, articulate them with impact, and leave lasting impressions in any professional interaction.

Overview

In this workshop, students will uncover their unique strengths through a self-audit framework, evaluating their experiences, job functions, and developed skills. They will learn to articulate these strengths confidently during networking and interviews, mastering responses to "tell me about yourself" questions. This session equips participants with the skills to impress others by effectively communicating their value, mastering self-promotion, and preparing to showcase their strengths in various professional scenarios. In other words, students to exude executive presence, positioning them as confident, credible, and effective communicators in the eyes of employers.

Key Learning Objectives

- Identify strengths and skills using self-audit for discovering personal superpowers.
- Confidently articulate superpowers to impress employers during networking and interviews.
- Craft concise, compelling responses to showcase strengths and achievements effectively.
- Cultivate executive presence with confidence, credibility, and professionalism in interactions.
- Communicate value proposition effectively for lasting impression in networking and interviews.
- Prepare to confidently showcase strengths in various professional settings effectively.

Topics + Exercises

- Framework To Self-Audit
- Professional Storytelling
- Identify Professional Skills
- Exuding Executive Presence
- Self-Promoting | Personal Branding
- Impressing Employers (Networking + Interviewing)





Speak With Impact

Communicate With Confidence

Empowering MBA and Masters students to become confident, influential speakers. They will learn effective presentation techniques, speak with confidence in professional settings, command the networking room with poise, and express their point of view with clarity.

Overview

Unlock the power of effective communication in the professional journey. This immersive workshop is meticulously crafted for MBA and Specialty Masters students that delves into the nuances of commanding the room and exuding confidence. Students will learn to project confidence in networking and interviewing scenarios, deliver impactful presentations, and harness the art of brevity to captivate audiences. Students will learn how to hone their vocal variety, body language, and speaking skills to impress potential employers and build impactful relationships. Through interactive sessions and guidance, participants will gain invaluable tools to navigate the complexities of communication in today's competitive landscape.

Key Learning Objectives

- Develop and deliver polished, impactful presentations.
- Speak confidently in any professional setting.
- Craft a compelling personal narrative for interviews and networking.
- Utilize strategic body language and vocal techniques to engage your audience.
- Connect with confidence to build strong relationships and advance your career.

Topics + Exercises

- Public Speaking
- Impactful Presentations
- Vocal Variety: Tone & Clarity
- Improving Conversation Skills
- Getting to the Point: Art of Brevity
- Non-Verbal Communication: Body Language





Business Acumen

Think + Talk Like a CEO

Empower MBA and Specialty Masters students to think & talk like a CEO. Students will master the Business 360 Framework™, develop an entrepreneurial mindset, articulate solutions and become confident, strategic leaders ready to tackle any business challenge.

Overview

Step into the shoes of a CEO and unlock your leadership and communication potential with this dynamic workshop. Students will delve into The Business 360 Framework™, a comprehensive tool organizing key business components into six critical areas. By mastering this framework, participants will cultivate skills vital for future leaders, including developing a business mindset, gaining a holistic organizational view, and honing strategic problem-solving abilities. Through interactive sessions, students will adopt an entrepreneurial mindset, tackling challenging business scenarios while assuming the role of a CEO. They'll analyze real-world cases, identifying alternative strategies, articulating solutions and exploring essential leadership traits integral to effective executive leadership.

Key Learning Objectives

- Analyze business effectively with Master The Business 360 Framework™.
- Cultivate strategic mindset essential for future leadership roles.
- Understand interconnections and impacts of business components on performance.
- Improve problem-solving through strategic thinking in complex business challenges.
- Articulate solutions confidently and impactfully.
- Innovate and drive growth with entrepreneurial thinking within organizations.
- Explore vital traits for effective executive and CEO leadership.

Topics + Exercises

- The Business 360 Framework™
- Analyze Any Business Any Time
- Build An Entrepreneurial Mindset
- Articulate Solutions Like an Executive
- Solve Real-World Business Use-Cases
- Learn C-Level Leadership Characteristic Traits



Add-On Workshops

In addition to our full workshops, we offer short add-on sessions, each lasting 30-45 minutes, as complimentary enhancements. These sessions are meticulously crafted to complement our core workshops, focusing on honing students' abilities to communicate effectively and exude confidence in professional settings.

1. Leveraging LinkedIn To Standout

Students will learn how to optimize their LinkedIn profile to make a memorable impression on recruiters and employers, ensuring their online presence and activity reflects their professional brand effectively.

2. How To Impress When Networking

Students will discover how to make meaningful connections and leave a lasting impression during networking events, mastering the art of engaging conversation and showcasing their value confidently. In short, they will learn how to make the conversation feel less transactional and more organic.

3. Answering "Tell Me About Yourself"

Students will gain insights into crafting a compelling response to this common question, leveraging the PEP Framework. This framework will help them answer this question in a variety of networking and interview scenarios succinctly.

4. Interview Prep: Know The Company

Students will learn how to properly research and understand the company they are interviewing with, enabling them to demonstrate their value and fit to the organization.

5. Navigating The American Professional Landscape

This session will help international students overcome cultural challenges and adapt to the nuances of the American professional environment, equipping them with the confidence and skills needed to thrive in networking, interviewing and on-the-job.



Keynote Speeches

Overview

Keynotes speeches captivate audiences, ignites their imaginations, and propels them towards action. It's not just about delivering information; it's about forging emotional connections, shifting perspective, inspiring change, and leaving a lasting impact.

Popular Keynote Speeches

- Speak With Impact & Standout
- Building Your Brand: Messaging & Positioning
- Success Secrets: Confidence vs Intellect
- Leadership Isn't One-Size-Fits-All
- Building Resilience by Embracing Change
- Team Dynamics: Nothing Is Self-Made
- Culture is Contagious

Bespoke Keynote Speech

We can create a custom keynote presentation on any of the workshop themes mentioned earlier. In our consultation call, we will delve into your specific requirements and present you with a detailed outline for a top-notch keynote that will resonate strongly with your audience.

Additional Information

- Usually 45 - 60 Minutes
- Q&A Included
- Hybrid (Workshop + Keynote) Options Available
- Onsite Pricing Starts At \$3,000



Transparent Pricing

Our pricing structure is straightforward. Pricing is based off length of workshop and number of chosen topics.

90 Minute In Person (Onsite) Starts At	\$3,000
Keynote Speeches (Onsite) Starts At	\$3,000
Add-On Sessions (Onsite) Starts At	\$500
Virtual Full-Workshops Starts At	\$1,800
Virtual Add-On Sessions Starts At	\$250

All In-Person Pricing Does Not Include Travel & Lodging Expenses

Additional Information

- Half-Day | Full-Day | Multi-Day Options Available
- Standard Full-Workshop: 90 Minutes
- Standard Keynotes: 45-60 Minutes
- Hybrid (Workshop + Keynote) Options Available



What People Are **Saying**

Boston University



"Rushab's workshops were transformative for our organization. His session with the Forbes senior leadership team on business acumen and the follow-up session with our product managers on positioning, viability, and stakeholder communication were nothing short of game-changers."



Misty Start

Senior Director, Career Services & Strategy



UNIVERSITY OF
SAN FRANCISCO
School of Management



"Rushab's workshop was worth the tuition alone. The Business 360 Framework's concise, organized layout was such a valuable takeaway. I also found analyzing the problems of real-world scenarios, such as Netflix, successfully demonstrated how to approach thinking like a CEO."



Njeri W.

MBA Candidate



"Rushab Kamdar's workshops have been an invaluable asset to Rutgers University's Business School MBA program for over a decade. Rushab empowers students to excel in every aspect of their professional journey. From mastering the art of networking to exuding executive presence in interviews, his workshops equip students with the confidence and skills needed to succeed. With 4-6 sessions held annually, Rushab's workshops are a cornerstone of our program, leaving a lasting impact on students long after they graduate."



Dean Vera

Assistant Dean & Director, MBA Office of Career Management



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rushab@rushab.com

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