

A low-angle, wide shot of three adults in a modern office space. On the left, a woman with dark hair tied back, wearing a plaid shirt and white jeans, sits on a pink office chair, smiling. In the center, a man with a beard and brown hair, wearing a brown sweater, sits on a red toy car, also smiling. On the right, a woman with long brown hair, wearing a black top and a long orange vest, stands and pushes the red toy car, laughing. The office has large windows in the background, letting in bright light, and a brick ceiling with modern lighting fixtures. The overall mood is playful and collaborative.

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STATUS DYNAMICS AWARENESS
FOR LEADERS, SPEAKERS, COACHES AND HUMANS

STATUS, POWER AND AUTHORITY

- **Authority** - Official role
- **Power** - Control over resources
- **Status** - Place in the hierarchy



We are all performing all the time





Improv is the gym!

Status gaps





Activity

Neutral Status Scene



Debrief

The Trust Formula

$$f(\text{TRUST}) = \left\{ \frac{(\text{Credibility})(\text{Intimacy})}{\text{RISK}} \right\}$$



Status Dynamics

- YOUR BEHAVIORS
TELEGRAPH DOMINANCE
AND SUBMISSION.
- YOU CAN MAKE
CONSCIOUS CHOICES
- WHAT SIGNALS ARE YOU
READING?
- WHAT SIGNALS ARE YOU
SENDING?



Activity

Status Swap Scene



Activity

Roleplay Coaching



Debrief



EFFECTIVE
HIGH
STATUS

Take up more space
Make statements
Initiate topics
Offer opinions
Back up opinions with facts and examples
Use specific professional language
Make requests
Set limits when necessary



EFFECTIVE
LOW
STATUS

Take up less space
Ask questions
Seek permission
Respond rather than initiating
Use titles/formal names (e.g., "Ms.")
Use straight forward, common language (i.e. with clients)
Listen attentively
Clarify and confirm understanding



A man's face is shown in profile, looking towards the right. He is surrounded by a dynamic splash of water or liquid, which is illuminated with vibrant blue and purple lights. The background is dark, making the colorful splash stand out. The overall mood is energetic and impactful.

WHAT FROM TODAY HAD
THE MOST IMPACT?

COMMIT TO
ONE CHANGE

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