



EXECUTIVE PRESENCE

QUESTIONNAIRE

Jennifer K. Crittenden

[@DiscreetGuide](#)

[LinkedIn Profile](#)

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EXECUTIVE PRESENCE QUESTIONNAIRE



This questionnaire assesses your comfort with the components of Executive Presence. Because it is self-reported, the results may not be objectively accurate, but they indicate areas where you could increase your confidence level. Because confidence is a key component of Executive Presence, it is helpful to start there.

Fill in the most appropriate number

Strongly Disagree-----Strongly Agree
1 2 3 4 5

1. I smile easily. _____
2. I am a serious person. _____
3. I am very observant. _____
4. If I were to decide to become an architect, I could figure out where to go to school to become qualified, develop a career plan, and achieve my goal. _____
5. I am a good public speaker. _____
6. There are elements of my appearance that I am very uncomfortable with (teeth, weight, nose...) _____
7. I express myself gracefully on my feet. _____
8. I speak like an articulate native English speaker. _____
9. I am attractive and fit. _____
10. I pay attention to my clothes, and I know what works for me. _____
11. I have studied a lot about body language. _____
12. I have been told that I am poised. _____
13. I avoid introducing people to each other because I'm afraid I will get their name wrong or they won't talk to each other. _____
14. When I get emotional, it is difficult for me to put those feelings aside. _____

15. I find it difficult to jump into a discussion. _____
16. People often stop me in public and ask me for directions or the time. _____
17. I feel comfortable stating my opinion in a group. _____
18. I can tell when someone is mad at me even if they don't say anything. _____
19. I am a good actor and mimic. _____
20. I have stage fright. _____
21. I like going to networking events, even if I don't know anyone there. _____
22. I have been taught about etiquette, how to introduce myself
and what is polite in social situations. _____
23. My voice sounds warm and relaxed when I hear a recording of it. _____
24. I get very rattled when someone starts grilling me in public. _____
25. I am mature. _____
26. I'm good at figuring out what's going on with the people I work with. _____

Don't worry about your score. It's not an objective assessment of your real presence; it's a way to gain insights into how you see yourself and whether or not you feel you possess the components of a strong presence. Those insights can help you develop some quick bits to strengthen your presence in the short term. To discuss your results in person, please sign up for Jennifer's 30-minute Executive Presence score review session at <https://www.discreetguide.com/shop/>. Then you'll be on your way!

- A. Total scores from all questions _____
- B. Scores from Questions #6, 13, 14, 15, 20, 24 _____
- C. Subtract B from A _____
- D. Subtract B from 36 (36 – B) = _____
- E. Add D to C YOUR SCORE = _____

Confidence Level Scoring:

87 – 106: Strong
 66 – 86: Medium
 < 65: Low