



My Insights:
Presence
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1. Fake it till you **become** it.
2. Presence stems from believing in and trusting **yourself**.
3. All changes have their melancholy for what we leave behind us is a part of ourselves; we must die to one life before we **enter** another .
4. My **injury** let me to study the science of presence.
5. We know it when we **feel** it , and we know it when we see it , but presence is hard to define.
6. We all want a **do-over**, but we never get one.
7. Confidence, Passion and **Enthusiasm**.
8. Those who succeeded were fully **present**.
9. It is just about **charisma**.
10. Humans persistently make biased decisions based on minimal, misleading and misunderstood first **impressions**.
11. When you are not present people can tell, when you are, people **respond**.
12. Being present is an incredible **powerful** state.
13. This concept of presence is rooted in Eastern notions of **mindfulness**.
14. The pursuit of crystalline **awareness** helps us to decide how we spend our energy.
15. When we feel present, our speech, facial expressions, postures and movements **align**.
16. When we feel present that internal convergence, that harmony, is palpable and **resonant**.
17. When we feel present we are being **ourselves**.
18. When we are present is the honest powerful **connection** that we create internally, with ourselves.
19. When we fell presence we **allow** our body to lead your mind.

20. Presence is **Confidence** without arrogance.
21. Presence stems from believing and **trusting** your story.
22. The more we are able to be ourselves, the more we are able to be present.
And that makes us **convincing**.
23. We automatically form an **impression** of every person with whom we interact.
24. False confidence comes from **desperate** passion.
25. Alignment, **Synchrony**, Emotions, Thoughts, Harmony.
26. If your emotions aren't **reflected** in our physical expressions we don't feel real.
27. **Deception** has the potential to tell us a lot about why presence leads to synchronous behavior.
28. Look for **incongruities** between what people are doing and what they are saying.
29. The more **consciously** we focus on the verbal cues that we believe are signal authenticity, the less likely we are to notice the nonverbal signs that actually reveal it.
30. The **body** says what words cannot. The body never lies.
31. The less present we are, the more poorly we **perform**.
32. Presence **manifest** as resonant synchrony.
33. We **convince** by our presence.
34. Presence is the **inner** self.
35. The self is not **singular**.
36. The self is **reflected** through our thoughts feelings values and behaviors.
37. Physical and psychological **adversity** shape us.
38. Before heading into a situation where we may be challenged we can reduce our **anxiety** by reaffirming the parts of our authentic best selves we value most.
39. When we feel **safe** with ourselves we become significantly less defensive and more open to feedback, making us better problem solvers too.
40. Their true **inner** selves versus their public selves.
41. The key to effective self-affirmation is that it is **grounded** in the truth.
42. Your boldest self emerges through the experience of having full access to your **values** traits and strengths and knowing that you can autonomously and sincerely express them through your actions and interactions.

43. Self-affirmation is the practice of **clarifying** your story to yourself.
44. Who you are will come through **naturally** in what you say and do.
45. **Becoming** present is how you narrate your story.
46. How to be who I am is the most **powerful** message to other people and to myself.
47. Presence **implies**; Attentive, Integrated, Focused and Connected.
48. You **are** what you say and what you do.
49. She enters without fear, performs without anxiety and leaves without **regret**.
50. The key to facilitating presence is **relaxation**.
51. If I'm not **prepared** I cannot be present.
52. You must stop preparing content and start preparing **mindset**.
53. If someone feels **powerless** and worn down they are going to feel too nervous to be present.
54. Presence somehow is related to **power**.
55. When you become present you allow others to be present. And when it happens, you **elevate** everything.
56. Presence is how we show up. How we approach the people we hope to connect with and **influence**.
57. Warm **Versus** Competent.
58. Asking for help Versus **Asking** for feed-back.
59. **Trust** is the conduit of influence.
60. You establish real trust by being **present**.
61. Revealing your true self **reveals** others to reveal theirs.
62. When you **listen** to someone is the most profound act of human respect.
63. Just listen stay focused on the present **moment** and look for openings.
64. Giving up control is scary. Is taking a step into the **unknown**. You are whether foolish or brave.
65. **Listening** is crucial to presence.
66. When you stop talking; you acquire useful information. People can trust you. You begin to see other people as **individuals**. You develop solutions that other people are willing to accept and adopt.
67. **Letting** presence speak for itself.

68. But not saying something you can show the **ministry** of presence.
69. By being **honest**, humble, strong and confident you show presence.
70. By not fearing pauses, presence begets presence.
71. **Impostorism** steals our power and suffocates our presence.
72. Impostorism **undercuts** our ability to feel good about the things we do well.
73. Being **isolated** activates the same areas of the brain physical pain does.
74. The more we are aware of our **anxieties**, the more we communicate about them.
75. **Opportunities** take on the aspects of threads to be avoided.
76. Power makes us **approach**, powerlessness makes us avoid.
77. Personal power makes us more open, **optimistic** and risk tolerant.
78. Ultimately the **only** power a man or a woman should aspire is that which he exercises over himself.
79. That power operates at a **nonconscious** level meaning that it can be activated without our knowledge and can affect our thoughts feelings and behaviors in ways we are not even aware of.
80. When we feel powerless **lucidity** abandon us.
81. Power can **protect** us.
82. Power can **connect** us.
83. Power can **liberate** our thinking.
84. Power improves our ability to make good **decisions** under complex conditions.
85. Power makes us **fearless**.
86. Power allows us to be more **creative**.
87. Feeling powerful makes people **proactive**.
88. Feeling powerful gives us the freedom to **decide**.
89. Power causes people to **act**.
90. When people possess a strong belief that they will be able to **perform** the task at hand they are more likely to perform it.
91. **Testosterone** effects aren't just physical; they are also behavioral.
92. As a **status** is gained testosterone rises.
93. Testosterone is related to power only when **cortisol** is low.
94. The most **inspiring** communicative hardworking passionate supportive and

optimistic also had the highest testosterone levels and the lowest cortisol levels in a group.

95. Testosterone furnishes the courage to **cheat** and elevated cortisol provides a reason to cheat.
96. Personal power, unlike social power, becomes **contagious**.
97. Power doesn't always corrupt. Power can **cleanse**.
98. The **path** to personal power is also the path to presence.
99. It's how we set **free** who we truly are.
100. What you **do** speaks so loud that I cannot hear what you say.
101. Power **reveals**.
102. When we feel powerful, we make ourselves **bigger**.
103. **Language** is a fine human attribute but it distracts almost as much as it informs.
104. Power causes ourselves to see us as taller than we actually are and others as smaller than they **actually** are.
105. **Pride** takes over the whole body.
106. When we feel powerful, we speak more **slowly** and take more time.
107. When we feel powerful we feel **entitled** to the time we are using.
108. **Gender** differences equate with power differences.
109. Many of the **differences** that we observe between how women and men behave are actually grounded in power differences, not biological differences.
110. We do need to encourage girls not to be **afraid** to express their personal power.
111. The goal is **Intimacy** not intimidation.
112. The higher power person is likely to use exaggerated power postures , which leads the lower power person to use **exaggerated** powerless ones.
113. It's clear that thoughts and feelings **shape** body language and that each person's body language speaks to others.
114. **Decisions** create confidence.
115. I don't sing because I'm **happy**, I'm happy because I sing.
116. It's hard to feel happy when you can **smile**.
117. **Feelings** are the consequences of emotional behavior and bodily response.
118. Just by **breathing** people can change their emotions or their states of mind.

119. Botox injections can **dull** our emotional palettes.
120. **Fear** is limiting oneself.
121. **Expanding** your body expands your mind.
122. The body **shapes** the mind.
123. Testosterone is the **assertive** hormone.
124. Adopting expanse and open postures **alterates** our psychological states.
125. **Expansive** movement can affect the way we think feel and behave.
126. Power is **grounded** in bodily states.
127. The more **often** people say I the less powerful and sure of themselves are.
128. When we feel powerful even our **voices** spread out and take up more space than they do when we feel powerless.
129. People who speak **slowly** have a higher chance of being heard clearly and understood.
130. **Posture** might affect how we think about ourselves.
131. Expanding your body **physiological** prepares you to be present , allows you to be grounded open and engaged.
132. Expanding your body **toughens** you to physical pain.
133. Preparing power **poses** before a job interview sets you in a more favorable hiring decisions.
134. You have to really own the power **position**.
135. I imagine myself **adopting** a powerful pose and I feel powerful.
136. **Standing** at attention brings people to the present.
137. When we stop looking after our own posture , we are **abandoning** ourselves.
138. Your body is continuously and convincingly **sending** messages to your brain.
139. Our body language governs the way other people **perceive** us.
140. Your body **shapes** your mind. Your mind shapes your behavior. And your behavior shapes your future.
141. Make the **space** yours, so your audience is coming to your home.
142. **Perfectionism** will keep you cramped and insane your whole life.
143. Slowing down is just another kind of **expansion**.
144. **Doing** nothing is doing something.

145. Slowing down became **self-reinforcing** because I was able to calm down and respond from a place of reason not threat.
146. Human behavior is more often guided by the **former** than by the latter.
147. The more similar others are to us, the more **influential** they are on our behavior.
148. Our **attitudes** follow from our behaviors.
149. Incremental **changes** lead to confidence comfort and improved self-efficacy, health and well being.
150. Children thrive in school when they adopt what she calls a growth **mindset**, a believe that they can improve in a given area.
151. Focus on the **process** not on the results.
152. **Not yet** means that you are on a learning curve, it gives you a path into the future.
153. A difficult task is a **challenge** to attempt rather than an opportunity to demonstrate failure.
154. If we expect others to **perform** poorly , we adopt body language that is off-putting and discouraging.
155. When our body language is confident and open, other people respond in kind, **unconsciously**. Reinforcing not only their perception of us but also our perception of others.
156. When a person tells us to **calm** down it also reminds us how calm we are not.
157. From negative to positive; from anxiety to **excitement**.
158. When you are excited you think of all the good things that can **happen**.
159. **Faking** it sure is better than avoiding it.
160. One true **story**, one honest confession, can be powerful.