

Negotiating from the Heart with Executive Presence:

Part 2



Leading from the Inside Out

Where clarity meets courage, and courage becomes calm authority.

There's a moment in every high performer's life when they realize this truth:

You can't out-strategize your way out of a leadership challenge that requires courage.

You can't think your way into presence.

You can't logic your way into connection.

You can't power your way into trust.

And you can't negotiate with integrity and compassion unless you're willing to show up whole — not armored, not polished, not performing — but present.

This is the kind of leadership attorneys and tech leaders hunger for... even if we don't always have the language for it.

The Inner Work Behind Outer Influence

In law and tech, pressure is part of the cultural DNA.

Deadlines. Deliverables. High stakes. Expectations that never sleep.

But here's the courageous truth:

Pressure doesn't build character — it reveals it.

The leaders who rise are the ones who learn to anchor themselves when everything around them feels volatile.

They don't collapse into emotion or hide behind intellect.

They stand in the middle — grounded, steady, deeply human.

- Stay connected when tension rises
- Choose curiosity instead of defensiveness
- Ask better questions instead of delivering sharper arguments
- Hold their center when someone else loses theirs
- Speak the truth with clarity and compassion

This isn't softness. This is emotional bravery — the kind that changes conversations from the inside out.

The Heart-Based Negotiation Framework

1. Clarity

If you're not clear, you can't be courageous.

2. Connection

Connection is the prerequisite for honesty.

3. Courageous Communication

Truth without the armor.

4. Calm Authority

Born from nervous system mastery, not dominance.

5. Creative Resolution

Courage widens possibilities.

The Neuroscience of Courage Under Pressure

When pressure spikes, the brain wants certainty.

It wants protection. It wants control.

But courage doesn't come from control.

Courage comes from grounding.

Micro-practices that build courageous presence:

- A breath long enough to interrupt reactivity
- A pause long enough to choose integrity
- A grounded statement that returns the room to truth

What Courage Looks Like in Real Negotiations

For Attorneys

Courage looks like choosing to understand before you counter.

It looks like staying open long enough to see the fear beneath the demand.

It looks like naming the tension in the room — gently, clearly — so the conversation can move again.

For Tech Leaders

Courage looks like asking the hard question everyone is avoiding.

It looks like slowing the conversation when urgency becomes pressure.

It looks like creating alignment through honesty, not hierarchy.

“Let's slow down and make sure we're hearing each other.”

Who You Become Through This Work

- More grounded
- More honest

- More connected
- More trusted
- More courageous in the moments that matter most

Your presence becomes the medicine that steadies the room. Your grounded clarity becomes the catalyst for everyone else's best thinking.

Closing Reflection

Courage is not about being fearless — it's about showing up with compassion, integrity and understanding when fear is in the room.

Arlene Cohen Miller, JD, AV-Rated Attorney and Professional Certified Coach (PCC), brings a rare blend of legal rigor, deep emotional intelligence, and heart-centered leadership to every room she enters. Known for her calm assurance, strategic clarity, and compassionate presence, Arlene helps professional women and high-performing leaders negotiate with courage, communicate with authenticity, and lead from a place of grounded strength.

📞 720.936.2634 | ✉️ arlene1@jewelconsultancy.com | 🌐 jewelconsultancy.com