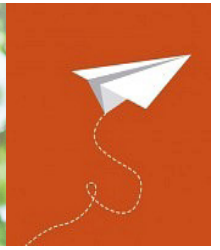


THE COACHING MANAGER

2 DAYS



COACHING INDIVIDUALS AND TEAMS FOR BETTER PERFORMANCE

Coaching is one of the most important and effective management skills for getting the best performance out of individuals and teams. Developing a culture where coaching is a shared management technique has many benefits. Team members who are expertly coached are more productive, develop skills faster and report a greater level of job satisfaction. This workshop is full of practical tips and techniques, with an experiential format. Managers will gain the skills to confidently develop their own Coaching style

THE BENEFITS OF THIS WORKSHOP

When used consistently, a coaching style will:

- Help managers to improve performance and productivity
- Be motivational for both individuals and teams
- Enable managers to deal with conflict constructively
- Make performance appraisal a valuable experience
- Enable constructive two-way feedback
- Build positive relationships
- Foster individual potential.

WORKSHOP OUTLINE:

This two-day workshop combines experiential projects and simulations with theoretical inputs and Action Learning groups. Topics include:

- The coaching model - planning coaching sessions
- Establishing goals, exploring realities and options, planning for action
- Effective questioning and listening techniques
- Using MBTI® to understand differing individual coaching needs
- Managing 'Performance Gaps'
- Team coaching.

1-day '**INTRODUCTION TO COACHING**' and '**ADVANCED COACHING SKILLS**' workshops are also available.

