

Coach to Coach



Would you like to feel confident having courageous conversations when coaching your people?

Could you give your people more positive feedback?

Would you like to feel more at ease when coaching?

Today's manager is expected to have the capability and capacity to coach their people. Unfortunately for many managers they either don't have the skills and/or the time to deliver effective coaching.

Imagine the difference if your managers were able to deliver effective, timely and outcome focused coaching? This course is truly unique as it explains the proven benefits of coaching and also gives participants a proven coaching methodology. Coaches will leave the course confident that they have a roadmap to delivering better coaching sessions

"Managers who coach regularly describe tangible benefits (e.g., increased team productivity) and two-thirds of employees who receive coaching say it improved their satisfaction and performance."

(The Coaching Conundrum, Blessing White, 2009)

This workshop will provide your managers with the skills and knowledge to implement coaching to improve performance, address issues and build better relationships with their staff.

LEARNING OUTCOMES

By the end of this program, participants will be able to

- Recognise opportunities to coach
- Use coaching to enhance and increase the performance of individuals
- Discuss the proven benefits of coaching
- Differentiate between coaching and mentoring
- Describe the role of the coach
- Identify the components of coaching
- Describe and implement the GROW coaching model
- Design powerful coaching questions
- Explain the role of the manager as coach
- Recognise the role of trust in the coaching relationship

NUTS AND BOLTS

This program can be conducted as in house training at your offices.

Guidelines

- ▶ **Group Size:** An ideal group size is 6 – 10 participants.
- ▶ **Venue:** For your convenience, you can choose to conduct this program at your offices. Alternatively, we can provide a training venue at a small additional cost.
- ▶ **Duration:** Each course can be tailored to your timeframe.
- ▶ **Cost:** Upon request.

- ▶ **Target Audience:** The course can be tailored for Leaders, Managers and Coaches.

Look at what you receive within 24 hours at no cost:

- ▶ a program outline
- ▶ a bio of a proposed trainer
- ▶ training cost
- ▶ possible training dates (if requested)

Preferred Training Networks

Ph: 1300 323 752 email: mail@preftrain.com.au Web: www.preftrain.com.au



PREFERRED TRAINING NETWORKS