

Coaching for Results

1 Day COH1

OVERVIEW

On this one-day workshop participants will learn the latest essential skills and techniques required to work as an inspirational coach.

In today's rapidly changing business climate, coaching is an essential management skill. Managers need to use a variety of coaching skills and approaches to work effectively with individuals and teams to deliver business results.

DESIGNED FOR

Designed for staff members who manage others and are responsible for their development in the workplace. This course will help them unlock their potential.

LEARNING OUTCOMES

By the end of this course participants will be able to:

- Understand the role of the coach as a developer of others.
- Make use of the latest coaching models to structure and make their coaching meetings more effective.
- Create a variety of coaching styles to adapt their coaching to any situation.
- Use day-to-day work activities as an opportunity to coach and raise standards.
- Inspire their learner by agreeing motivational coaching outcomes.
- Employ the skills of 'instant coaching' and 'extended coaching'.
- Learn how to assess their effectiveness as a coach.

TOPICS COVERED

Working as a Coach

- What is the role of the coach?
- Adopting a coaching style that meets your learner's need
- The four areas where you can expect to focus as a coach

The Coaching Meeting

- How to structure your coaching meetings
- Explore three coaching models
- Identify the skills and qualities of a high performance coach
- Learn to become an 'instant coach'

The True Spirit of Coaching

- The three thinking styles for dynamic coaching
- Learn the technique of appreciative enquiry
- Understand what is important to your learner
- Coaching beyond your boundaries of subject knowledge

Enhancing your Coaching Ability

- Identifying peaks and troughs in performance
- How to track success
- What to do if things go wrong
- Two techniques for overcoming blocks and barriers to success

How to Continue your Development as a Coach?

- Identify your personal coaching strengths and development areas
- Prepare a personal action plan



EXTRA NOTES

*Further Development:
Conducting Successful Appraisals & Reviews (APC1)*

An equivalent course is available in Arabic. Please call us for details.