

### Coaching for Results

## OVERVIEW

Course duration: 1 day.

On this one-day workshop you 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. Throughout the day, you will take part in practice sessions and receive feedback from the trainer to evaluate your coaching style's impact on others. Is it right for me?

## IS IT RIGHT FOR ME?

If you manage others and are responsible for their development in the workplace, this course will help you unlock their potential.

## WHAT WILL I LEARN?

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

- Understand the role of the coach as a developer of others.
- Make use of coaching models to structure and make your coaching conversations more effective.
- Understand and practise the skills and ethics involved with being a good coach.
- Use a variety of coaching styles to adapt your coaching to any situation.
- Use day-to-day work activities as an opportunity to coach and raise standards. Inspire your learner by agreeing motivational coaching outcomes.
- Learn how to conduct coaching sessions as well as coaching conversations.
- Learn how to assess your effectiveness as a coach.

## WHAT WILL IT COVER?

What is Coaching?

- What is coaching?
- What is the role of the coach?
- How does coaching develop individuals?

The Coaching Session

- Skills and ethics of a good coach
- Building rapport
- Learning how to ask great coaching questions
- Understanding better listening techniques
- Forming the coaching contract
- Using coaching models
- How to structure your coaching meetings

Practising Your Coaching Skills

- Participating as a coachee
- Practising your coaching skills
- Sharing feedback
- 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