

Overview

Coaching has now become recognised as an effective method of maximising an individual's potential and enabling them to achieve greater goals more quickly. So now it has become increasingly important for managers to have the appropriate skills to effectively coach their staff and work towards achieving individual, team and organisational objectives.

Who is it for?

This programme is ideal for managers who want to learn an effective structure for coaching, utilising a wide variety of coaching techniques to ensure they can motivate and manage their staff to maximum effect.

Course content to include...

- Definitions of coaching vs. training & mentoring
- The characteristics of a successful coach
- Best practice coaching framework
- Building relationships and establishing a partnership for coaching
- How to set the frames for successful coaching
- Setting clear objectives and designing a coaching plan to achieve those objectives
- How to recognise & react to language patterns in others
- Be able to elicit values and use them to motivate and set goals
- Effective listening and questioning skills
- Identifying and dealing with limiting beliefs
- Being able to elicit and understanding personality profiles
- Deliver a coaching session

By the end of the course learners will be able to...

- Know how to carry out coaching sessions with a variety of individuals
- Enhance team performance and the capability to achieve greater outcomes from others
- Build a stronger team focus and synergy with on the job coaching

"The course was really informative and the training was put across in a relaxed way which made everyone feel at ease. We all learnt a great deal from the course and ultimately achieved our goals, which was how to design and deliver a coaching session."

