

2 – 3 Day Programme

This programme is aimed at individuals who are responsible for coaching people as a key part of their role.

The programme is based around an internationally renowned coaching model and has been designed to develop performance coaching skills that will enable the coach to unlock the full potential of the team or individual, leading to the achievement of business and personal goals.

This programme is highly interactive and participants are encouraged to share their own experiences from the workplace with others and to provide feedback to other participants on their progress.

Programme Content

- Principles of effective performance coaching
- The 4 stage performance coaching model
- Structuring coaching sessions and programmes
- Creating compelling objectives
- Aligning high performance to business objectives
- Strategies for creating empowerment
- Using active listening and dynamic questioning
- Giving and receiving constructive feedback
- Managing and rewarding high performance
- Enabling continuous learning and personal development

Additional Benefits

Participants attending this programme will receive:

- A full colour reference manual
- A coaching checklist and toolkit pack



Business Benefits

By the end of the programme participants will be able to:

- Use performance coaching tools to inspire and enable individuals to achieve stretching objectives and performance breakthroughs
- Use coaching sessions to create compelling personal objectives that are aligned to business objectives
- Deliver structured coaching sessions
- Identify individual capability and unlock future potential
- Empower individuals to take accountability for their performance and responsibility for creating achievable action plans
- Apply performance coaching tools to enable teams to achieve objectives
- Give and receive constructive feedback
- Recognise and reward high performance and the achievement of objectives
- Create and support an environment of continuous learning and personal development

Testimonials

“ Really enjoyed the practical element of the course and I now feel much more confident in creating objectives — thanks for all of the feedback”

“ I would definitely recommend that anyone who manages people should attend this course”

“ I wish I’d worked on my coaching skills earlier — it would have made a big difference”