

COACHING FOR PERFORMANCE AND DEVELOPMENT (MD7)

An essential Two Day Workshop that facilitates successful delegation and empowerment

Workshop Summary

As organisations move towards creating a climate of empowerment, this Workshop is underpinned by the belief that the skills of coaching are fundamental to an environment in which managers are supporters and facilitators of operations and processes rather than “directors”. It looks at types of coaching and provides opportunities for managers to apply them through the use of role-play and other such practical work.

Who Should Attend

Managers at all levels with direct responsibility for people, their performance and development.

Benefits to You and Your Organisation

By the end of the Workshop, participants will be able to:

- Define the Principles of Effective Coaching
- Develop a Coaching style of Management
- Integrate Coaching into the normal management activity
- Coach their staff to improve Individual Performance
- Use Coaching to support Staff Development in the work place
- Practice the Interpersonal Skills involved in Coaching
- Work through difficult Performance and Development issues

Workshop Contents

- The Coaching Process
- Different Management Styles
- Key components of Successful Coaching Styles
- Knowing when to coach
- Diagnosing Performance Problems
- Creating the right environment for Coaching Sessions
- Handling a Coaching Session One-to-One
- Reviewing Performance
- Dealing with Difficult Situations
- Giving Feedback
- Putting Coaching into Practice
- Role-Play
- Personal Action Planning

Follow Up Workshops

Team Building for Top Performance (MD3); Essential Interviewing Skills for Recruitment and Selection (MD4); Performance Management (HR3)

Any of our Workshops can be tailored and delivered In-Company. Contact us for more details.

Dates On Application

Fee On Application

'Please note the above Workshop requires minimum attendance numbers'



This workshop has been Endorsed by the Institute of Leadership & Management. If you would like to register for an ILM certificate of attendance, please enquire for further details.