

... a 2 day open programme to develop authentic coaches

Performance Coaching is more than a technique for individual and team development. It is invaluable for task performance, problem solving, delegation and many other applications. Placing people at the top of the agenda, in action, not just in word, it is, we believe a fundamental life skill, the essential management style of the high performing company culture of the future.

During a typical course we will:

- ◆ Ascertain what the participants already understand about coaching and its applications
- ◆ Establish evidence of a store of untapped potential in people and the blocks to its manifestation
- ◆ Discuss why motivation is important
- ◆ Prove the necessity for the adoption of a coaching management style
- ◆ Discuss the application and appropriateness of coaching in difficult situations

As a delegate you will:

- ◆ Participate in trio coaching exercises and group feedback discussions
- ◆ Experience the inadequacy of normal 'tell' instruction
- ◆ Examine the purpose and behaviours of a coach
- ◆ Discover the keys to high performance
- ◆ Participate in a coaching exercise using either tennis or golf to illustrate the coaching process
- ◆ Learn the importance of feedback
- ◆ Discover what are 'effective questions'
- ◆ Participate in further coaching practice sessions with an observer for feedback followed by a group review
- ◆ Explore the choice of management styles
- ◆ Experience a practical demonstration of goal setting, lateral thinking, and giving feedback
- ◆ Develop your coaching skills and abilities
- ◆ Examine the obstacles to coaching and ways to overcome them
- ◆ Formulate an action plan to practice and embed coaching



Coaching for Performance

COMMENTS FROM PAST DELEGATES:

“Genuinely one of the few courses attended which I could say YES! that was of great benefit and I can see how I can put it to use.”

“A great mix of presentation, participation and interaction.”

“The first course I’ve been on for a long time where the knowledge of the facilitators was so comprehensive.”

“I now approach all I do with a new sense of self-belief. I don’t think that there is anything that I would not have a go at with the knowledge that coaching can be adapted to everything.”

“The course leaders were very good, knowledgeable and responsive to the needs of the group and individuals.”

“The most extensive coaching in two days I have ever had.”

THE COURSE FEE INCLUDES:

All course materials; Delegate Manual; a copy of the latest edition of John Whitmore’s book *Coaching for Performance*; lunch and refreshments throughout the two days.

Please contact us for a booking form:



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WE HAVE WORKED WITH:

Alliance Unichem
AstraZeneca
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Britannia Building Society
British Airways
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Human Rights
Deloitte Consulting
Emap
Enfield Borough Council
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Gazeley Properties
Halfords
HBOS
Iggesund Paperboard
Inland Revenue
John Lewis Partnership
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Nando’s
National Grid Transco
NHS
Niagara Healthcare
Novo Nordisk
Orange
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Pharmaceuticals
PricewaterhouseCoopers
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Zurich...and others