

## Course Content:

Defining coaching – the difference between coaching, mentoring and other interventions

The principles and mind-set of coaching

Coaching styles

Practical coaching tools

Questioning techniques

Empathy & feedback

Coaching models and frameworks for outcome-based conversations

Contracting for the coaching relationship

Lots of practice

## Who is it for?

Leaders and managers at any level

Mentors & trainers

Anyone responsible for or interested in the learning and development of employees

Organisations wanting to build and develop a culture of engagement and empowerment

# Coaching Skills for Managers



Just think for a moment...when have you been at your absolute best, and what was that like? Also take a moment to think about the most inspirational manager or leader that you know. That person that seems to be able to get so much more out of the people they work with. How about that teacher that seems to be able to get extraordinary results from those in their class? When you think about these experiences, what do you notice? What do they have in common? Freedom, growth, responsibility, challenge, feedback, belief, a high level relationship?

Coaching is a skill, approach and mind-set that develops others through their own resourcefulness and builds upon their capabilities. The process of coaching is a powerful one. It develops self-sufficient, confident and self-directed problem-solvers. What does that mean for you? More time for your managers to lead your business, higher levels of engaged and motivated employees and an innovative and forward-looking workforce.

## Benefits:

- Coach & support through change
- Be a more effective leader and manager
- Develop resourceful and self-directed learners
- Create a culture of empowerment & engagement
- Build even more effective relationships with your employees
- Coach both formally and informally

## How Much?

We come to you. This two-day Coaching Skills for Managers course is £2,500 in total, for a group size of up to 12, excluding VAT and travel. That's as low as £208 per person! Facilitated coaching forums and additional development days are £600 excluding VAT and travel.

Contact: 0800 043 5730

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