

Coaching Skills

Duration: One Day



*"Life is ten percent what happens to you
and ninety percent how you respond to it."*

Lou Holtz

*Former American football coach, now
Motivational Speaker*

OBJECTIVES:

By the end of this course Team Leaders / Managers will be able to:

- Plan and structure a coaching session that maintains skills already learnt
- Set SMART objectives for coaching
- Give motivational and developmental feedback to team members
- Conduct a coaching session that is designed to improve specific performance areas

COURSE OUTLINE

- Why coach? Benefits of coaching
- Understanding how people learn
- Coaching methods: mentoring, facilitating, skills coaching
- Overcoming resistance to coaching
- Setting quantifiable standards
- Setting learning objectives
- Using a coaching model
- Starting the session
- The techniques of feedback
- Asking probing questions
- Giving motivational and developmental feedback
- Handling difficult situations

Practice and review

Headline