

THE COACH APPROACH



Introduction

Wouldn't it be great **to be** able to achieve the results you want faster? It is possible to achieve what you want more quickly through coaching! Coaching is one of the most effective methods for individuals, teams, and organisations to achieve superior performance results. The collaborative partnership of coaching enables people and businesses to develop more rapidly, produce more satisfying results, and build consistent success.

Workshop Benefits

Through this programme, you will learn the skills that will enable you to:

- Raise awareness through incisive questioning
- Encourage responsibility
- Empower the coachee to take action
- Establish a climate where accountability is evident.
- Practice coaching skills

Workshop Content

Defining Coaching

- Clarifying what coaching is and is not.
- Examining the purpose and value of coaching to an organisation and the individual
- Benefits of coaching
- Understanding the role and responsibilities of a coach.
- The difference between coaching and other interventions, such as mentoring.

Structuring the coaching conversation

- Understanding the current "reality"
- Establishing the future goal
- Exploration of options
- Defining Actions
- Removing Obstacles
- Review

Overcoming Potential pitfalls

- Confusing coaching with training & Supervision
- Assuming everyone can be coached.
- Using coaching to "fix" other people.
- Not recognising the impact of differing communication styles in the coaching relationship

Practice Coaching Skills

- Putting the theory into practice with relevant

Duration of workshop: 1 day

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