



The Coaching Manager

Aims

This course will equip managers and supervisors with the necessary skills to implement effective coaching in the workplace. In today's business climate, coaching has become an essential management skill in order to increase team productivity. This course will help managers implement good business practice when coaching their teams to increase staff competence, confidence and overall performance.

Objectives

By the end of this course you will be able to

- Understand the role of the coach and how to use coaching as a powerful tool to develop others
- Structure your coaching sessions
- Deliver quality feedback to your staff
- Use effective coaching models and approaches to conduct 'best practice' coaching sessions
- Set coaching objectives which are measurable and achievable
- Use coaching as a motivational tool

Who Should Attend

For managers and supervisors who want to develop their staff and enhance workplace performance.

Course Content – Day 1

- Introductions and Course Aims
- Personal Objectives.
- The Coaching Manager Model
- Understanding Coaching & the benefits.
- Understanding People
- Contracting
- The Capability / Motivation Grid
- Demonstrating the G.R.O.W model
- Coaching Practice

Course Content – Day 2

- Review of Day One – Learns
- Personal Objectives revisited
- Coaching Practice
- Models of Motivation
- Listening
- Final Coaching Practice
- Learning Set – Action Plans
- Review

Duration 2 Days