



## Train the Coach

### Overview

Coaching has now become recognised as an effective method of maximising an individual's potential and enabling them to achieve greater goals more quickly. So now it has become increasingly important for managers to have the appropriate skills to effectively coach their staff and work towards achieving individual, team and an organisation's objectives.

### Who is it for?

This programme is ideal for managers who want to learn an effective structure for coaching, utilising a wide variety of coaching techniques to ensure they can motivate and manage their staff to maximum effect.

### What's covered?

- Definitions of coaching vs. training & mentoring
- The characteristics of a successful coach
- Best practice coaching framework
- How to set the frames for successful coaching
- Setting clear objectives and designing a coaching plan to achieve those objectives
- How to design a bespoke training programme
- How to recognise & react to language patterns in others
- Be able to elicit values and use them to motivate and set goals
- Effective listening and questioning skills
- Identifying and dealing with limiting beliefs
- Being able to elicit and understanding personality profiles
- Building relationships and establishing a partnership for coaching
- Deliver a coaching session

### Learning Objectives

- Enhanced team performance and the capability to achieve greater outcomes from individuals
- A stronger team focus and synergy
- More effective management and a development of coaching style