

COLLABORATIVE COACHING - UNLOCK POTENTIAL



Module One - Introduction

- ▶ What is Coaching?
- ▶ Coaching for Awareness & Responsibility
- ▶ Recognising Opportunities
- ▶ The Qualities of a Coach
- ▶ Coaching Styles - Directive, Confrontational, Collaborative
- ▶ The Role of the Manager as a Coach
- ▶ Barriers to Coaching

Module Two - The Coaching Process

- ▶ The GROW Model & the Coaching Path
- ▶ Setting SMART/PURE/CLEAR Goals & Objectives

Module Three - Coaching in Practice

- ▶ Learning Styles and their Use
- ▶ Matching Methods to Styles
- ▶ The Learning Cycle
- ▶ Different Ways of Processing Information
- ▶ Why Adults Learn
- ▶ The Coaching Skills Tool Box
 - Tool 1 - Rapport
 - Tool 2 - Asking Questions
 - Tool 3 - Engaging & Interacting
 - Tool 4 - Listening
 - Tool 5 - Giving Supportive Feedback
- ▶ Making the Coaching Process Your Own

Module Four – Coaching Teams

- ▶ The Tuckman Model
- ▶ How is Coaching Teams Different?

Module Five - Managing the Coaching Process

- ▶ Observing Outcomes & Two Way Feedback
- ▶ Notes & Documentation
- ▶ Handling Difficult Coaching Situations
- ▶ Making the Coaching Process Your Own

Duration: 1 Day

Price Per Delegate: £345
(Public Scheduled Course)

Price Per Course: £1,295
(On-Site at Customer Premises)

Suitable For:

This course is designed for Supervisors, Managers and others who are responsible for improving the performance and development of their team or others within their organisation.

Learning Outcomes:

This course introduces recognised coaching concepts and aims to prepare delegates to boost morale, productivity and opportunity for others by focusing on developing a supportive and collaborative workplace environment.