Workshop
face 2 face

Coaching Skills for Managers

Delivered as: 1 day live stream webinar or a tutor-led workshop on-site

Live and interactive workshop with exercises, discussion and actions to take away

Suitable for: Ambitious managers who want to be more effective in developing people and achieving results. You will learn the power of a coaching management style to support individuals in self-development, building accountability and fostering an open positive team culture

By the end of the course you will be able to:

- Use coaching techniques to create high performing and engaged staff
- Appreciate coaching as a route to building trust and a positive and supportive culture
- Understand various coaching models and how to use them dynamically for each situation
- Confidently set up constructive coaching and feedback conversations
- Agree clear outcomes for staff/team development or behavioural change
- Minimise the time spent on supervision and focus on your own clear objectives

Introduction & Workshop Objectives

- Establishing what you want to achieve
- Setting the scene – creating the right mind-set

Coaching as a Management/Leadership Style

- When is coaching appropriate
- Other management and leadership styles you may need to use
- The benefits of coaching

Coaching Skills and Techniques

- What exactly is coaching
- The essence and key principles of coaching
- Different coaching models and how to use them
- Importance of active listening
- Questioning and paraphrasing techniques

Practising Coaching Skills

- Use a scenario to deliver a coaching session
- Prepare for a coaching session
- Observing and assessing skills

Applying Coaching in Different Situations

- Coaching individuals to reach their best performance
- How to use coaching techniques to inspire individuals and the team
- Practise motivational conversation techniques
- Employ constructive feedback to stay on track

Next Steps

- Key learning points to take away
- Putting it into action and your commitments back at work

For more information or to book please call **020 7256 6668** or email **enquiries@gbclearning.co.uk**

Popular topics to future proof your career and minimise stress:

- Managing People Effectively, Levels 1 & 2
- Handling Difficult Conversations
- Assertiveness & Self Esteem
- Persuading & Influencing