

Coaching Skills for Leaders I

This module is about optimizing the performance and the potential of everyone involved: you the manager, and everyone you lead. The skill you will be refining in this program is called coaching. Coaching includes a process of discovery, goal setting and strategic actions that can result in the realization of extraordinary results. Coaching is also a body of knowledge, a technology, and a style of relating that focuses on the development of human potential. That is why companies who focus on talent management encourage what is called a “coaching culture.”

The coach’s job is to sometimes calm the work environment down for just a moment; to compose him or herself and lead others to do the same, and to do some collaborative thinking and planning that allows for more effective work processes and stronger results. Everyone wins, and companies achieve competitive advantage when organizational members’ creativity and potential are realized. A brief “time out” required by the coaching process will pay huge dividends as you continue to meet the challenges of rapid change in business.

Objectives of the Module

- Class 1:** Define what coaching is, what it can do, and how you can shift to a coaching mindset.
- Class 2:** Learn and apply a model that will allow you to have a productive coaching conversation in formal and informal meetings.
- Class 3:** Learn the key skills of establishing rapport and using the 4 levels of listening in your coaching.
- Class 4:** Increase your personal effectiveness as you learn how to ask powerful questions.

As in all our courses, each class will include a case study as well as personal assessments and applications. Discover how coaching can be a powerful model for managing and growing as a leader. Register today!