



Coaching Skills for Managers

Duration:

1 day

Who should attend:

Managers, Team Leaders, anyone in a Leadership position

Program outline:

This program has 3 main components:

An Introduction To Coaching

- How coaching developed
- The differences between coaching, mentoring, consulting and counselling
- Establishing a culture of learning and development
- Coaching as a style of relating, managing, leading
- The role of manager as coach
- The qualities of a successful coach

Developing Core Communication Skills for Coaching

- Emotional Intelligence
- Building trust and rapport
- How to communicate clearly and directly
- Active listening skills
- Powerful questioning to develop learning in others
- Giving effective feedback

Learning To Use A Simple And Highly Effective Coaching Model

- Coach anyone, any time, any situation
- Genuinely increase awareness and responsibility in others
- Set goals and develop effective action plans
- Generating commitment

Using live coaching demonstrations, discussion, group activities and individual coaching practice, this is a highly interactive and experiential program, grounded in adult learning principles. At the end of the day, participants will be able to immediately incorporate effective coaching skills into their current role.

Benefits to participants of attending:

- Gain a clear understanding of what coaching really is.
- Determine how to easily incorporate coaching into your current role and responsibilities.
- Enhance your current coaching and communication skills.
- Learn a simple and highly effective model to coach anyone in any situation
- Build work partnerships based on trust and mutual respect.
- Increase your effectiveness in performance appraisals.
- Develop your ability to inspire, motivate and empower others
- Learn how to deliver useful feedback that enables others to reach their full potential
- Support others to develop independence and create positive change
- Develop your team's ability to set goals, take risks and solve problems



Institute of Human Excellence

Cultivating Human Excellence in People and Organisations

Benefits to organisations:

- Enhanced leadership, management and communication skills resulting in improved performance
- Increased staff retention and morale due to personal satisfaction, trust and mutual respect
- Incorporating a coaching philosophy into the organisational culture
- Development of a learning organisation (Peter Senge)

\$4700 for organisations (up to 20 people)

Trainer:

Lorna Stewart

Lorna's background:

Since 1999, Lorna Stewart has developed coach training programs and trained more than 350 coaches in Australia, New Zealand, the UK, Europe, the USA, Singapore and South Africa. She also maintains a successful coaching practice working primarily with executives, business owners (including coaches and consultants), and entrepreneurs, both in Australia and internationally.

Lorna is a dynamic and sought-after facilitator with 30 years training experience across a wide range of sectors, including education and the corporate world. Her professional qualifications include a BA, MA and a postgraduate Diploma in Education, and a Certificate IV, Category 2 in Workplace Training and Assessing.

For more information

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