



## Coaching Essentials (1-day)

On this one-day workshop you will learn the latest essential skills and techniques required to work as an inspirational coach.

In today's rapidly changing business climate, coaching is an essential management skill. Managers need to use a variety of coaching skills and approaches to work effectively with individuals and teams to deliver business results. Throughout the day, you will take part in practice sessions and receive feedback from the trainer to evaluate your coaching style's impact on others.

### **By the end of this course you will be able to:**

- Understand the role of the coach as a developer of others.
- Make use of the latest coaching models to structure and make your coaching meetings more effective.
- Create a variety of coaching styles to adapt your coaching to any situation.
- Use day-to-day work activities as an opportunity to coach and raise standards.
- Inspire your learner by agreeing motivational coaching outcomes.
- Employ the skills of 'instant coaching' and 'extended coaching'.
- Learn how to assess your effectiveness as a coach.

### **Working as a Coach**

- What is the role of the coach?
- Adopting a coaching style that meets your learner's need
- The four areas where you can expect to focus as a coach

### **The Coaching Meeting**

- How to structure your coaching meetings
- Explore three coaching models
- Identify the skills and qualities of a high-performance coach
- Learn to become an 'instant coach'

### **The True Spirit of Coaching**

- The three thinking styles for dynamic coaching
- Learn the technique of appreciative enquiry
- Understand what is important to your learner
- Coaching beyond your boundaries of subject knowledge

### **Enhancing Your Coaching Ability**

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- Identifying peaks and troughs in performance
- How to track success
- What to do if things go wrong
- Two techniques for overcoming blocks and barriers to success

#### **How to Continue Your Development as a Coach?**

- Identify your personal coaching strengths and development areas
- Prepare a personal action plan

#### **What others have said about these courses:**

*"I am now coaching my team and my employer now wants me to roll out a coaching programme for the whole organisation".*

- Jenny Christiansen, Norway

**To find out more about this course or to enquire about prices, training dates and locations, please contact us on **0871 237 6767** or email us at [info@arivu.co.uk](mailto:info@arivu.co.uk)**

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