



## Workshop Overview

It is often a requirement and even an expectation for managers to coach their staff, although some would argue that a manager can't act as a coach due to the position of authority within their team. Whilst authority is important, it needn't be an insurmountable obstacle providing genuine trust and respect is established.



## Benefits

In this two-day workshop, you will learn to put your people's needs first and genuinely coach people in a collaborative, open spirited way which will instil confidence in your team and motivate through empowerment. This course will demonstrate how coaching is an immensely valuable tool for ensuring the individuals in your team both meet and exceed the goals you set for them.

## Outcomes & Content

- ✓ New principles of coaching
- ✓ Understand when people work at their best
- ✓ Personality and learning styles
- ✓ Identify who you are a manager and leader
- ✓ Manager as coach
- ✓ Setting team and individual goals
- ✓ Handling difficult situations
- ✓ Enhancing your listening skills
- ✓ Giving difficult and negative feedback effectively
- ✓ Using non-verbal communication
- ✓ An overview of NLP
- ✓ Different motivational techniques
- ✓ Organisational strategies



## Who should attend ?

This course is aimed at line and middle managers who wish to learn best-practice in coaching and use a range of in-depth coaching techniques to get the best from their staff.

