

Core Skills Programme Advanced Coaching

Course Outline

Introduction

The workshop is for Sales professionals who want to excel at developing others by using coaching techniques. Delegates need to have and be using basic coaching techniques and skills.

The workshop will include a balance of tutor presentation and participation from the delegates. Participation will include discussions, exercises, real play and feedback.

For

Managers, supervisors or project managers who need to develop others.

Objectives

This workshop will focus on developing skills in the following core areas:

- Greater awareness of individual differences in coaching
- Work toward coaching other coaches and coaching supervision
- To plan a development route map and start to think about working towards a coaching qualification, e.g. Getfeedback's Coaching Diploma
- To increase self awareness of coaching skills and strengths/development areas, e.g. More emphasis on Being as well as Doing
- To develop advanced coaching techniques and know how/when to use them through practice and feedback
- To know when and how to switch between roles of coach, manager, expert, friend, supervisor

Duration

This is a 2 day course