

Coaching Skills for Managers

Maximum Participants: 16

Duration: One Day

Timings: 09:30 – 16:30



Mike Phillips Training

Releasing potential through learning and development

Suitable for

All managers who wish to use coaching as an effective way of developing staff and releasing their full potential.

Aim

To offer managers an introduction to some of the tools and techniques of coaching. You will develop your coaching skills in a 'safe' environment enabling you to help your people grow.

Learning Outcomes

By the end of the course, you will be able to:

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| <input checked="" type="checkbox"/> Describe the role of the coach/coaching in developing staff | <input checked="" type="checkbox"/> Use the GROW model for structuring coaching conversations |
| <input checked="" type="checkbox"/> Identify the benefits of coaching and its application in the workplace | <input checked="" type="checkbox"/> Describe and use a toolbox of coaching models and techniques |
| <input checked="" type="checkbox"/> Be aware of barriers to personal change and how to overcome them | <input checked="" type="checkbox"/> Use various active and effective questioning skills |

You will also leave the course with:

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|--|--|
| <input checked="" type="checkbox"/> A sense of achievement | <input checked="" type="checkbox"/> A Personal Action Plan to take your learning further |
| <input checked="" type="checkbox"/> A toolkit of techniques and practical ideas for releasing your potential | |

Training Style

All courses are interactive, using diverse participatory, 'brain-friendly' training methods including: exercises; games/quizzes; handouts and workbook; small/large group discussion; skills practice and trainer input.

All courses are accompanied by a **Welcome Pack** (including some essential pre-course activities to prepare for learning) and a **'Bonus Pack'** after the training with additional tools, and follow-up activities to support transfer of learning to the workplace. (*email required)

Other Courses to consider (Visit my website for details of these and other courses)

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| <input checked="" type="checkbox"/> Dealing with Difficult Behaviour in the Workplace | <input checked="" type="checkbox"/> Managing Grievances and Discipline in the Workplace |
| <input checked="" type="checkbox"/> Diversity: Managing Diversity in the Workplace | <input checked="" type="checkbox"/> Managing Staff Absence |
| <input checked="" type="checkbox"/> Effective Recruitment and Selection | <input checked="" type="checkbox"/> Motivating Staff for Peak Performance |
| <input checked="" type="checkbox"/> Improving Your Performance through Emotional Intelligence (2 Days) | <input checked="" type="checkbox"/> NLP in the Workplace (2 Days) |
| <input checked="" type="checkbox"/> Influencing and Persuading Skills | <input checked="" type="checkbox"/> Resolving Differences and Conflict |
| <input checked="" type="checkbox"/> Interpersonal Communication Skills | <input checked="" type="checkbox"/> Supervision and Support – The Next Level (2 Days) |
| <input checked="" type="checkbox"/> Leadership Skills to Empower and Inspire (2 Days) | <input checked="" type="checkbox"/> Teambuilding – Getting Everyone to Pull in the Same Direction |
| <input checked="" type="checkbox"/> Managing Change | |

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"A very useful day that provided lots of practical tools and techniques that I can try out at work."

Course Participant

North East London Mental Health Trust

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