

Coaching Skills



Coaching is an essential skill when working with others. Effective coaching is a learned skill. Coaches need to be able to inspire and empower others to develop goals and achieve their personal and organisational objectives. Coaching includes motivating team players, transferring knowledge, inspiring co-operation, and shaping behaviour. In this workshop, you will learn to:

- Understand the importance of coaching
- Identify opportunities for coaching
- Uncover potential barriers to coaching and how to overcome them
- Practice the major steps in the coaching process

Who Will Benefit?

Managers, supervisors and project leaders who are committed to improving the performance of others

Course Outline

- Coaching: its definition and implications for organisations
- The different coaching tools
- Introducing the coaching skills model
- Evaluating your coaching style
- Tactics and strategies for motivating others
- Motivating and encourage others
- Giving constructive feedback
- Handling difficult situations
- Using questioning techniques to promote independent thinking
- Fostering formal and informal leadership
- How to "coach" one's peers
- Establishing an acceptance of the coaching process
- How to recognise and improve skill deficiencies in others
- Practice and feedback

Duration

1 Day



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