

# MANAGEMENT DEVELOPMENT COACHING FOR PERFORMANCE



DISCOVERY  
Executive Business  
Coaching



## WHAT IS IT?

- A learning experience that is designed to give managers the necessary skills, confidence and competencies to coach another person so as to increase their levels of performance.
- Filled with practical coaching methods, tips and techniques for team leaders, supervisors and managers at all levels of the organisation, who are interested in using coaching, as a management tool, to develop the performance within their teams.

## WHAT WILL IT DO FOR YOU AND YOUR TEAM?

- Add an important skill set to current managerial inter-personal competencies.
- Improve communication and productiveness between the manager and their direct reports by the use of outcome focused, coaching language.
- By understanding and working with the fundamental principles of coaching. Delegates will gain greater clarity on how to engage and focus their direct reports to act on solutions and take more responsibility.

## WHO WILL IT BENEFIT?

- Supervisors and Team Leaders.
- All Managers.
- Executive and Senior Management.



For further details and bookings, please contact:  
Carol Gill on 01482 611896  
or email [c.gill@chambertraining.com](mailto:c.gill@chambertraining.com)

Effective performance coaching can help individuals, teams and businesses achieve their maximum potential, tackle challenges and reach specific objectives. It leads to personal and professional development, improves productivity, motivation and helps to create an understanding of a professional's work/life balance. This one day coaching workshop will offer guidance on various coaching methods, tips and techniques, complemented with worksheets and exercises. The delegates will leave competent to practice coaching within their workplace.

### Workshop overview:

#### The Seven Principles of Coaching

Understanding and working with the 'self-directed' learning scenario

#### Coaching Communication

Tips and techniques on result oriented, coaching language

#### Adequate Performance or Dormant Potential?

A quick and effective method of identifying key development needs

#### An Introduction to 'The Wheel'

With six key areas to work within learn how to focus the coachee on what create self awareness, self responsibility and really make a difference for them

#### G.R.O.W

The step by step structure and process of coaching anyone anything!

#### Suggestions for On-going Development

Measuring the results. Agreeing next actions and goal setting for success

Thursday 20th October 1.00pm—4.00pm

Chamber members £75.00 plus VAT

Non Chamber members: £90.00 plus VAT

Venue: Chamber Training Office  
34-38 Beverley Road, Hull, HU3 1YE.