



P31 CONSULTING LTD

Stepping out of your comfort zone

COACHING SKILLS FOR MANAGERS

(Part of the Essentials of People Management Programme)



'Very informative, an eye opener. I understand how coaching will help me develop as a manager'. Senior Lecturer – London University

COURSE OUTLINE

One of the key roles of a manager is to coach team members to achieve their best – in a nutshell to raise performance. As ‘coach’ the manager will typically help their team members solve problems, make better decisions, learn new skills or otherwise progress in their role or career.

This one day workshop supports managers to understand the importance of coaching, demonstrate how to use it appropriately and create a coaching culture around them.

Who should attend:

The workshop is aimed at new and existing managers; supervisors, team leaders and anyone involved in people management

What you can expect:

A participative and interactive one day workshop which demonstrates the art of coaching using practical tools and techniques. You will:

- work with others to share experience and undertake observed coaching sessions;
- learn the importance of building rapport, active listening and asking key questions;
- learn how to manage upwards effectively.

The outcome:

As a result of attending the workshop you will:

- Understand the difference between coaching and mentoring;
- Maximise your effectiveness as a manager
- Sharpen your listening and questioning skills
- Understand when coaching may not be appropriate

Booking information:

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