

Coaching for Results

Purpose: To develop your capacity to coach in a way that creates results.

Day One:

Day Two:

<i>Morning</i>	Introduction <ul style="list-style-type: none"> - Introduction to learning through experience – theory, practice, reflection, application to workplace - Participant objectives 	<i>Morning</i>	Coaching in Action: Bringing it to Reality <ul style="list-style-type: none"> - What does it take - Recognize openings - Metrics for coaches – how to know if your coaching is effective
	What is Coaching? <ul style="list-style-type: none"> - Coaching – discussion of key qualities - Definition of coaching - Keys to coaching relationship 		Coaching Session: Round Two <ul style="list-style-type: none"> - “Real Life” coaching in small groups - Feedback and observation
<i>Afternoon</i>	Communication for Coaching <ul style="list-style-type: none"> - Personal Inventory - Essentials of communication - Contracting for coaching - Coaching process 	<i>Afternoon</i>	Understanding Yourself as a Coach <ul style="list-style-type: none"> - Strengths and areas for development as a coach - Feedback model and practice - What I know about me and coaching - What gets in the way of my coaching? - Why bother – what’s the value?
	Coaching Session: Round One <ul style="list-style-type: none"> - “Real Life” coaching in small groups - Feedback and observation 		Action Planning <ul style="list-style-type: none"> - Next steps – application to specific challenges in the workplace
	Review and Reflection <ul style="list-style-type: none"> - Key insights from the day, connecting to the workplace 		