

Coaching - The Masterclass

This Masterclass looks at how to develop people where they work. Coaching is an extremely effective way of improving an individual's performance by helping them to identify their own needs for improvement — what and where — and by motivating them to make those improvements. Coaching is not about telling, whether it be how to do their job, or how to change their attitudes or behaviours; it is the skill of working with people to help them realise their full potential, for themselves.

Who will this Masterclass benefit?

The Masterclass is designed for managers and team leaders who want to make a real and motivating difference to the individuals who work for them, through the development of specific coaching skills.

What will you gain?

As a result of attending this Masterclass, team leaders will:

- Understand their role, and review their style as a coach
- Produce more effective individuals and teams
- Derive more satisfaction from the relationships they develop with their teams
- Be able to motivate their people to develop, tap into their personal talents, enhance their skills, and use their experiences in a highly productive way

What the Masterclass involves:

This two or three day Masterclass is modular in format, balancing formal inputs on concepts with practical application using case studies, skill practice, and CCTV as necessary.

The modules comprise:

- The six-step coaching model
- The Skill/Will Matrix and the qualities of outstanding coaches
- Effective Persuasion Skills in different situations
- Planning for the coaching of teams
- The Window on Coaching and how to coach different personalities

Delegates will receive a high level of 1:1 coaching and feedback from the Masterclass leaders.