

A one day intensive workshop for Team Leaders and Managers that gives you....

## Coaching Skills

### Programme Aim

The aim of the programme is to introduce delegates to the principles and practices of effective coaching in order to assist in developing others

### Objectives

At the end of this programme delegates should be able to:

- Understand the barriers to effective coaching
- Use a simple and effective model for developing others
- Identify and structure development opportunities in daily activities

### Programme content

- The role of a coach
- Motivation factors
- The stages of learning
- Kolbs learning cycle
- Learning styles
- Coaching model
- Active listening
- Questioning skills
- Feedback models

### Course Design

The programme includes:

- Short input sessions, discussions
- Small group work
- Plenty of practice opportunities
- Individual action planning to implement learning

### Learning Reinforcement

**Prior to the course:** Each participant must discuss/define specific time management learning objectives with their line manager – and be ready to share them.

**After the course:** Each participant must commit to a personal action plan and review this with their line manager within 2 weeks and again after 3 months

**Call us now**

**on 07702 110676**

**to discuss how this workshop could work for you**

**or**

**email: [contact@martin-smith.biz](mailto:contact@martin-smith.biz)**

**[www.martin-smith.biz](http://www.martin-smith.biz)**

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Learning & Development