

CORPORATE COACHING:

The Essentials

What is coaching?

Coaching is a powerful one-on-one relationship that engages a willing client in a deep and honest exploration of their goals and the actions required to accomplish them. Coaching supports, challenges and holds a client accountable to make consistent (often dramatic) progress towards the realization of his or her most important aspirations. Through coaching people are able to clarify their vision; overcome obstacles; change self-defeating beliefs and habits; build trust and goodwill; turn a business around; double sales or personal productivity; practice inspiring leadership; change an organization's culture or do whatever else is called for to achieve extraordinary results. People use the coaching relationship to focus on both personal as well as business goals.

Purpose of our training: To teach 360 consultants and trainers the core concepts, principles, language, structure and skills of coaching as well as to provide you with resources and tools to set up and develop a successful coaching practice.

What you will gain: Participants come together for 2½ days of intensive instruction in the principles, processes and core competencies of coaching. You will walk away from the training:

- Understanding the core principles, objectives and language of coaching.
- Mastering the six steps of the "Coaching Conversation" which moves clients from where they are to where they want to be.
- Knowing how to design an empowering relationship that is tailored to the unique needs of each of your clients.
- Interacting with others (not just clients) in ways that bring out their best performance.
- Demonstrating a level of proficiency in using the "Coaching Model" and the 15 advanced competencies/skills of coaching.
- Recognizing coaching opportunities.
- Understanding the coaching profession and ethical practice of coaching.
- With all of the tools (welcome letters, agreement forms, policies, etc.) to start and maintain a successful practice.