

Coaching For Results

Best Practices in Initiative Coaching

The Need

Applying newly acquired skills in the work environment isn't always easy. Knowing when and how to use them is only the beginning. Most of us resist change, and so do those around us when we try to implement anything new. The traditional result is that only a small percent of newly acquired skills actually find their way into habits and infrastructure of the organization; the vast majority remain behind on the training room floor.

The Solution

Coaching for Results is a two-day program (can be customized) designed to help new as well as experienced leaders improve coaching effectiveness by tightly linking coach efforts with motivation. The program covers:

- ✓ Understanding Your Role as Coach
- ✓ Building Trust / Confidence
- ✓ Supporting Results / Leveraging Success
- ✓ Overcoming Emotional Roadblocks
- ✓ Establishing Realistic Expectations
- ✓ Encouraging Stretch
- ✓ Driving Results

Program Format / Features

- **A fast-paced workshop**—highly interactive, conducted by a Coach with over 25 years of experience.
- **Computer simulation driven**—using a state of the art simulation participants are immersed in a realistic environment where they apply skills as they are taught. Participants leave the workshop with experience and specific action plans.
- **High value tools**—usable ideas and tools, not information overload, tailored to address specific participant situations. This program is tailored to address your specific issues and environment.
- **Advanced skills training**—builds upon basic interpersonal and conflict resolution skills.

The Result

Your managers serve as effective coaches to reinforce strengths and build new competencies. Particularly effective with teams, this program enables coaches to leverage strengths, build motivation and drive results.

Coaching For Results develops skills the participant will use to:

- ✓ Focus Efforts to Drive Results
- ✓ Implement New Skills
- ✓ Improve Commitment and Motivation