

Example Training Programme

This information is for indication purposes only. We design programmes to your specific business requirements to help you and your staff achieve your business goals.

Performance Coaching

Typically, a combination of the following topics are covered.

Pre Workshop

- Welcome phone call or conversation with either all or sample selection of attendees to explore their expectations and objectives for the programme
- Relevant knowledge based work, dependant upon knowledge gaps
- Coaching & learning styles questionnaire

Workshop

- Qualities of a good coach
- What is coaching
- Benefits of good coaching to your Business, staff and customer
- Difference between coaching & mentoring
- How feedback differs from coaching
- Examples of good coaching
- Coaching styles, their uses and benefits
- Understanding your own preferred coaching style
- Professional Coaching Model
- Practical coaching sessions
- The power of listening and skill of questioning
- Establishing a credible, professional coaching relationship
- Agreeing and setting performance goals
- Providing inspiration and motivation
- Attitude – a small word that makes a huge difference

Post Workshop

Managers are offered the opportunity to hold regular review sessions with a Region 11 Training Ltd facilitator to continue their learning and to help evaluate the programme.