

MOTIVATE - COACH - DEVELOP



Date and Location

19th and 20th September

TBC



Timings

Day One - 09:00 - 16:30

Day Two - 09:00 - 16:30

Course Overview

 This highly participative and interactive workshop is designed to help Managers develop the Coaching and Communication skills needed to drive the successful performance of individuals and teams. The workshop will enable you to improve people performance, motivate and change the “Mindset” of others, instill confidence to achieve goals and targets and increase employee motivation. Using a blend of theory, group exercises and reflective learning, we will look at the skills and behaviours necessary to become an effective workplace coach and ultimately a more efficient Manager.



The Benefits of Coaching

- Builds a strong foundation to learn to prioritise business goals
- Clearly identifies and structures the steps needed to achieve these goals
- Increases self-belief and confidence
- Focuses the mind on business growth priorities and “maps a plan of action” to achieve these
- Increases commitment, motivation and discipline of self and teams
- Enhances problem solving skills, helping to identify obstacles and barriers that prevent business and personal progress
- Helps to develop others , giving a sense of achievement and personal satisfaction.



Course Content

- The importance of coaching and the skills necessary to be a highly effective Workplace Coach
- The GROW coaching model, how to structure highly productive Coaching sessions with your people/teams
- Developing your questioning, listening and communication skills
- Setting goals for your team that unlock potential
- How to use Coaching to improve underperforming teams and individuals
- Practical Sessions - An opportunity to practice your Coaching Skills
- Feedback and peer review
- Action planning for continuous improvement and ongoing personal development.

Coaching Definition : “To *Unlock a person’s potential and maximise their performance*”

TOTAL EXCELLENCE CENTRE™



Feedback

“I can’t endorse this programme enough, extremely incisive content delivered by some incredibly talented trainers. This course allowed me to relook at my business, my team and the part I played. I have seen great growth results and even acquisitions that wouldn’t have happened without time spent on this programme.” *Be Logical UK Ltd*

“The time on the programme was stimulating and thought provoking and gave me the opportunity to look at the business from a different perspective. This has resulted in greatly increased revenue within the business and the team are invigorated and performing much more effectively.” *Fieldings Porter*



About Us

For over 20 years, we’ve been providing highly engaging, innovative, learning & development programmes to SME’s and large multi-national organisations throughout the UK and Overseas.

We have built an outstanding reputation within both the Private and Public sectors, designing high quality solutions, delivered by people who have lived the business experience and genuinely care about developing others.

We work in partnership with all of our clients, so we get to really understand what they’re looking for. This means we can design a training, coaching or consultancy solution that’s perfectly suited to their needs.

We believe we approach business with a different attitude to most – a ‘spark’ that means you can expect more than the ordinary!



To Register Your Interest or For More Information

Call Us: 0161 274 9292

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Visit Us Online: www.totalexcellencecentre.com

