

coaching skills for directors and managers



A powerful, engaging learning programme which will help managers to use coaching techniques in order to get more from themselves - and from their teams.

The most effective managers are effective coaches. Coaching doesn't just teach people to fish – it teaches them to want to fish, and to want to excel at it. Coaching is one of today's most important management skills. Coaching is the key to getting the best from your team – helping them to help themselves, by guiding, steering and encouraging – and releasing you to focus on driving the business forward.



“Give a man a fish and he will eat for a day.
Teach a man to fish and he will eat for a
lifetime.”

- Confucius

Programme content

Coaching Skills for Directors and Managers is delivered as a stimulating blend of both methodology and practice. It covers:

- Creating the best environment for effective coaching
- The differences between listening and hearing
- Verbal language and body language
- How people acknowledge and respond to coaching
- Questioning techniques and strategies
- Comparing coaching to mentoring and facilitation
- Barriers to effective coaching
- The role of coaching in management and leadership
- Team coaching

Booking details:

Course dates: 5/6, 19/6 and 24/7, 7/8

Venue: Bredbury Hall, Stockport, Cheshire

Cost: £950 + VAT per delegate

Booking: email to contact@truenorthgb.com or call 0845 130 5500

Programme structure

Coaching skills for directors and managers is structured into **four non-consecutive full-day sessions**. We have found that by spacing out the four sessions over a period of 6-8 weeks participants find it easier to schedule their attendance into busy diaries, learn in 'bite sized chunks' and are able to better apply learning in the workplace. Participants have told us that due to it being delivered over 2 months it actually does allow them to better apply learning and to achieve a real change in how they do things.

Coaching assignments are set between sessions to enable delegates to apply and practice new skills back in the workplace as the programme progresses. Delegates are given the opportunity to review their learning at each session and to learn with and from each other as the programme progresses. In the sessions coaching is practiced by the group and many delegates have reported a spin off benefit of receiving highly valuable coaching input to help them address work based issues they have.

Coaching skills for directors and managers is for those managers and directors who want to develop their coaching skills, with the goal of significant performance-improvement within their teams. The programme is delivered by experienced coaches who recognise the particular challenges of the manager / director as coach.

“My style was all tell – and I thought it worked. The programme showed me a different way of managing and it has transformed my approach to the benefit of my team, the business and also to the way I feel.”

European Sales Manager – Manufacturing company