



**DELIVERING RESULTS...increasing sales**

# Introduction to Coaching

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Coaching is a methodology to get the best from yourself and others and is an approach to learning and development that is focused on the individual by developing strong self-awareness. Coaching as a management style can be extremely valuable for both the individual and the organisation by drawing on previously untapped insight, motivation and confidence. This 1 day programme will allow managers, and other key personnel to gain a solid introduction to this subject through building good rapport. The course looks at coaching skills, tools and techniques and how best to apply them in various situations.



## Programme Content

- Understand what coaching is and is not
- Recognise when and how to use coaching
- Adopt and use appropriate coaching models
- Use coaching to solve problems and deal with conflict
- Gain greater commitment from colleagues
- Build rapport
- Develop self-motivation
- Identify important drivers to motivating others
- Practice is a safe environment

## Contact Details

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