



Hey Coach!

Coaching for Performance

Successful managers today understand the importance of coaching in the workplace to improve productivity, loyalty, and results. Instead of *telling* team members what to do, or just expecting them to perform, it is important to guide, discuss and encourage – in other words, coach.

Coaching is a collaborative process that can accelerate learning, self-discovery and development in individuals. To understand this is to shift from *managing* people to creating an environment where employees are self-managing, problem solving, and brainstorming. For employees who are developing in their skills, knowledge, and self-confidence, coaching is a critical part of their learning process.

This session is geared to help leaders understand the importance of being a successful coach.

8-hour Session:

- Understand the characteristics of a good coach
- The art of asking questions – Socratic learning
- Understand how to praise and to critique & the value of each
- Understand the systematic process to identify whether to give feedback, train, problem solve, discipline or coach
- Understand how to develop a coaching strategy

**We offer personal coaching in any of our areas
of expertise!**

**Call today for more information about these
exciting programs!**

800.577.4293

These sessions also offered in Spanish.