

COACHING & MENTORING

Introduction:

Training alone can increase productivity by 20%. When training is combined with coaching, productivity can increase by as much as a massive 80%. This is because people who receive coaching obtain higher levels of confidence, self worth and self belief. This combined with expert knowledge develops and motivates a person, which in turn improves performance levels. This course will benefit anyone who is responsible for the performance of others.

Objectives:

Delegates will learn the skills necessary to effectively coach and help others to achieve their goals.

Programme Synopsis:

- What is coaching & mentoring?
- Knowing when and how to use it
- Assessing your personal coaching skills
- Coaching styles
- Insights on Rapport Building
- Questioning & Listening Techniques
- Coaching effectively
- Feedback – there is no negative feedback, there are only learning curves
- Helping others define and set goals
- Helping others improve their performance
- Helping to monitor and implement plans

Duration: Two (2) Days

Course Code: TSCCOACH

Certification: Training Solutions 2000