

# The Art of the Coach

Coaching skills for managers & leaders

## About this program:

The Art of the Coach provides participants with a whole new approach to coaching founded on the science of how the brain works, taught experientially through live, challenging exercises.

This goal of this program is to provide specific skills that participants can use to move any conversation from the point of being stuck or challenged, to insight and then motivated action, in a fraction of the time that most conversations and meetings require.

## Who should attend:

- New managers
- Managers and leaders who want to enhance their ability to communicate with others in the workplace, particularly direct reports
- Anyone who wishes to positively influence the performance of others
- Professionals with solid skills in related fields who want to add coaching to their skills set and improve their ability to have productive exchanges with clients

## Benefits for participants attending this program:

- Have shorter conversations with more impact
- Learn how to deliver clear expectations and give effective feedback
- Manage and enhance the performance of others
- Run meetings more efficiently
- Work effectively with conflict and dilemmas
- Improve relationships with direct reports, peers, and supervisors

## The specific concepts and skills taught include:

- New understandings from contemporary neuroscience about how our minds work
- The four faces of insight
- The five levels of focus
- A coaching approach: think, speak, and listen like a coach
- Framing dilemmas and moving toward insight & action (the CREATE model)
- The dance of insight: the role of permission, placement, and clarifying
- Asking the right questions: getting people out of the drama and focused on the solution
- How to identify critical actions
- How to follow up on actions effectively and help build new habits

## Participant feedback:

*"Very worthwhile and practical leadership coaching course. I am very glad I have done it. The participant manual is also a very useful keepsake."*

**SB, Investment Corporation Manager**

*"This program opened my eyes to some of the things I do wrong that result in additional time and effort required to complete tasks"*

**MS, Energy Corporation Participant**

*"Great day! Non-threatening & inspiring! I was really looking forward to today & can't wait to put it into practice. Thanks!"*

**CR, Mining Corporation Participant**

*"The fact that it was a very interactive course was great as it kept you going. The way that the concepts build up during the day and the practices along the way, working in small groups was really good."*

**CP, Accountancy Firm Participant**

## Upcoming dates:

Perth: 13th August

Sydney: 20th August

Brisbane: 21st August

## Format:

One day of live training, 9am - 5pm

## Cost: \$695

*Save 10% if you register 30 days before course commencement*

**Find out more: Call 1300 662 144 or email [sales@resultscoaches.com](mailto:sales@resultscoaches.com)  
Visit [www.workplacecoaching.com](http://www.workplacecoaching.com) to register**