

Coaching is the key differentiator
between good and great employees



Coaching for Success Workshop Description

Overview

The difference between a successful and a world-class organization can be seen in the capabilities and development of its employees. However, these capabilities that differentiate good from great employees do not just happen. It takes effort, motivation and desire on the part of the employee. More importantly, it requires the manager or supervisor to be the best coach possible for the employee. This requires strong coaching skills. *Coaching for Success* helps provide the coaching skills necessary for today's leaders.

Objectives

Upon completion of this workshop participants will be able to:

- Recognize and display behaviors that build and maintain the self-esteem of their employees.
- Express confidence in employee ability to perform tasks.
- Establish clear expectations.
- Apply models for understanding and managing employee performance.
- Provide encouragement or developmental feedback and respond to reactions that result from the feedback given.
- Learn the importance of monitoring and evaluating employee performance on an ongoing basis.

Learning Methods and Delivery

Coaching for Success is designed to utilize the latest adult learning methodology including role play, simulation of on-the-job experiences, as well as case studies.

Coaching for Success can be delivered by our facilitators or certified client facilitators.

Target Audience

Any person responsible for leading employees in the organization

Learning Time

4 hours

Class Size

Typical class size 12 to 20



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