

Coaching Skills for Partners

When the pressure is on to meet targets and, as a partner, you are rushed off your feet, coaching is usually the first task to get dropped. Yet coaching is essential to building successful teams.

Course objectives:

- ✓ Define what coaching is and explain its role in the workplace
- ✓ Explain the partner's role in the coaching process
- ✓ Know when they have created a positive coaching environment
- ✓ Follow a specific procedure for coaching success
- ✓ Use the GROW model to provide successful coaching conversations
- ✓ Use coaching communication skills to good effect
- ✓ Identify coaching opportunities and appreciate which style to use