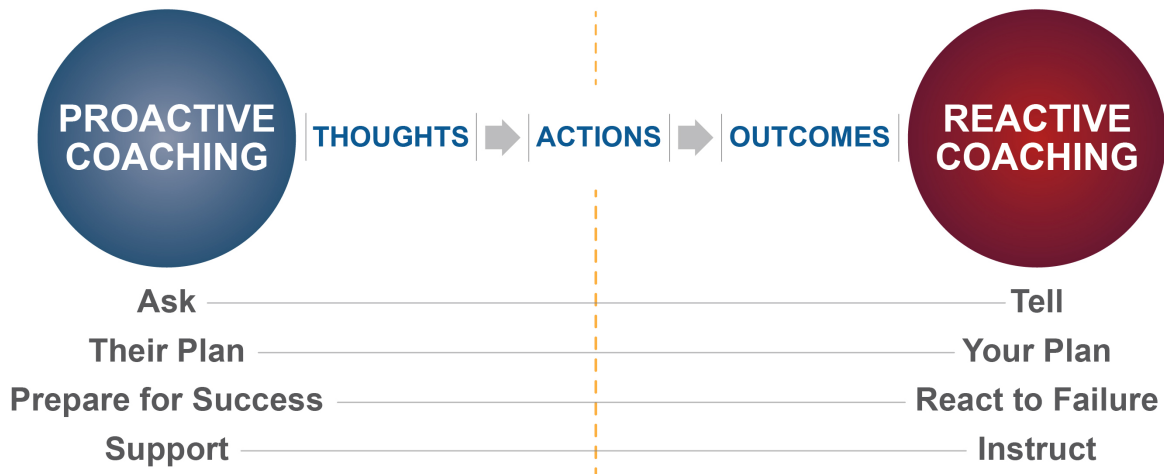


# Coaching for Incredible Performance

## *Find the potential in others and help them fulfill it*

The greatest lever any business has to change individual behavior is effective coaching. Executed well, coaching allows businesses to adapt more quickly, build skills and capabilities faster, improve performance more consistently, and create a pipeline of more sustainable talent. This workshop will teach leaders how to build a coaching process that changes behavior and results in sustained growth, development, and individual performance improvement.



### **Outcomes – Participants will gain the foundational abilities to do the following:**

- Define what makes coaching effective and understand why and how it works
- Learn an effective process for coaching; how to set conversations up for success and how to think about coaching within an organized progression of discussions
- Understand the human dynamics of the coaching process and be able to anticipate and deal with roadblocks within the process
- Learn to create a talent map for a team that establishes the kind of coaching each individual needs and how to help them make process towards goals and skills
- Gain the ability to shift the pace, intensity, and direction of the coaching conversation based on the needs of the individual – not the preferred style of the coach
- Learn how to conduct an effective coaching session that changes participants' awareness, motivation, and actions in their performance

### **Who Should Attend**

- Existing and emerging leaders

### **Length**

- Coaching for Incredible Performance is a one or two day workshop with the two day version allowing for intensive coaching practice using real-world scenarios.