

Leadership Training: Coaching For Performance Improvement

Applied Technology Academy

This two-day course focuses on coaching for performance improvement . It is designed to provide managers and leaders with the skills needed to coach individuals to proactively define goals and achieve accountability for their commitments . The course will help you understand how to use coaching to motivate and support people in successfully meeting their goals .

LEVEL	DURATION	EXPERIENCE	AVERAGE SALARY	LABS
Intermediate	2 Days	None	Varies	No

Course Overview

- Coaching is an essential part of being a manager and leader. The Coaching For
- Performance Improvement training course will provide you with the skills needed to
- coach individuals into becoming responsible for proactively defining goals and
- achieving accountability to their commitments. You will understand how to utilize
- coaching to motivate and support individuals to help them successfully meet their
- goals.

Course Outline

- **Module 1: Beginning the Coaching Process**
 - The Coaching Process
 - Establishing Rapport
 - Building Trust
- **Module 2: Goals and Development Plans**
 - Identifying Useful Goals
 - Creating a Development Plan
- **Module 3: Conducting Effective Coaching Sessions**
 - Asking Useful Questions
 - Listening Actively
 - Providing Helpful Feedback
- **Module 4: Monitoring Progress and Addressing Challenges**
 - Coaching Challenges
 - Monitoring and Following up
 - Best Practices for Successful

- **Module 5: Coaching a Business Team**

- Review
- Learning Summary
- Action Plan

Prerequisites

There are no formal prerequisites required for this course. However the "Understanding Leadership Competencies Training" course is recommended.

Course Objectives

- Discover the key elements to successful coaching relationships
- Identify the four steps of a coaching session and how they are applied in various contexts
- Understand common challenges to successful coaching and discover strategies for managing them
- Establish and maintain a successful coaching relationship with your employees
- Apply coaching techniques for performance improvement, career development, skills training, and coaching a business tea,

Ready to enroll? Call 800.674.3550 or email Info@AppliedTechAc.com — private team cohorts, GSA MAS purchasing, military credentialing funding, VA GI Bill and VR&E and student financing available.