



Coaching For Performance Improvement

Course Duration: 2 Days

Course ID: 12998

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.

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
 - Training for specific skills
 - Coaching a business team



**APPLIED
TECHNOLOGY
ACADEMY**

Contact Us



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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