



# Guiding Performance using Coaching Conversations

For People Managers, Leaders, Project Managers, Internal Coaches and Mentors – Current and Aspiring.



## Overview

No team is complete without a manager. However, not all managers are good coaches at the development of their teams. Among juggling many roles, managers need to take up the role of a coach as well, which requires an altogether different set of skills and intent. To improve the performance of the team, it is imperative to invest in developing its people.



## Learning Outcomes

This workshop intends to help learners understand the difference between a manager and a coach, along with learning & understanding the importance and conditions for performance conversations. 'Being of Service' is the fundamental trait of a good coach and the learners get to discover the skills and process of a coaching conversation, practice and get live feedback from their coaches.



## Your takeaways

1. Wear your 'Coach Hat'
2. Understand the criticality of Performance Conversations
3. Brainstorm Questions to Discover
4. Sketch a process for coaching conversations
5. Learn and practice coaching protocols
6. Plan of action for being an effective coach



## Program Details

- 90 + 90 mins
- Pre and Post work essential
- Delivered by expert facilitators
- Open to all
- English language only

