

# Coaching For Results

## **The Need:**

Applying newly acquired skills in the work environment isn't always easy. Knowing when and how to use them is only the beginning. Most of us resist change, and so do those around you when you try to implement anything new. The traditional result is that only a small percent of newly acquired skills actually find their way into habits and infrastructure of the organization; the vast majority remain behind on the training room floor.

## **The Solution:**

**Coaching for Results** is a two-day program (can be customized) designed to help new as well as experienced leaders improve coaching effectiveness. The program covers:

- ✓ Understanding Your Role as Coach
- ✓ Building Trust / Confidence
- ✓ Supporting Results / Leveraging Success
- ✓ Overcoming Emotional Roadblocks
- ✓ Establishing Realistic Expectations
- ✓ Encouraging Stretch
- ✓ Driving Results

### **Program Format / Features**

- **A fast-paced workshop**—highly interactive, conducted by a Coach with over 25 years of experience.
- **Computer simulation driven**—using a state of the art simulation participants are immersed in a realistic environment where they apply skills as they are taught. Participants leave the workshop with experience and specific action plans.
- **High value tools**—usable ideas and tools, not information overload, tailored to address specific participant situations. This program is tailored to address your specific issues end environment.
- **Advanced skills training**—builds upon basic interpersonal and conflict resolution skills.

## **The Result**

Your managers serve as effective coaches to reinforce strengths and build new competencies. Particularly effective with teams, this program enables coaches to leverage strengths, build motivation and drive results.

**Coaching For Results** develops skills the participant will use to:

- ✓ Focus Efforts to Drive Results
- ✓ Implement New Skills
- ✓ Improve Commitment and Motivation

## **Audience:**

This program is designed for experienced and new project leaders / core team members. Although some project *management* concepts are covered, this workshop focuses on *project leadership* concepts, proven to quickly build high performance teams and drive project success. Participants will apply skills in the workshop through the use of a powerful *computer simulation*. In small groups, participants function as project leaders, and deal with the real world situations that project leaders face. This provides experience, greatly enhancing post-program application of the skills.

**This program is perfect for intact project teams launching projects. Project plans can actually be generated as part of this program.**