

COACHING AND COUNSELING FOR OUTSTANDING PERFORMANCE

Empower every employee to become more effective, productive and committed. Every employee can reach higher levels of performance, including your average and best performers. What they need is a coach who can routinely manage, think and interact in ways that maximize their individual effectiveness. This is your seminar to get their discretionary efforts and get the most out of your team.

HOW WILL YOU BENEFIT

- Integrate coaching into your daily interactions
- Communicate the significance of each employee's contributions
- Close the gap between current and desired performance for poor performers
- Challenge your best employees to reach higher level of performance
- Expand your teams' knowledge and competencies

WHAT YOU WILL COVER

- Managerial coaching, why and how it works
- Tools and skills in support of coaching
- Gathering data on performance
- Understanding the impact
- Interviewing to discuss recent performance
- Developing an action plan for constructive change
- Executing a plan; examining Individual and team coaching
- Issues related to effective coaching
- How to shift your mindset from a boss to a coach
- Creating a performance expectations planner

WHO SHOULD ATTEND

Managers who want to improve results and get discretionary effort from their team.

