

## Achieving Better Business Results Through Coaching Skills

THE COACHING CLINIC® by Corporate Coach U

### Who is it for?

The Coaching Clinic® is for **Mid-to-High Level People Leaders and Managers.**

### What is it?

The Coaching Clinic® is a two-day leadership program designed to train managers, executive leaders and supervisors to use coaching techniques in their work relationships, and thus, gain the advantages of bringing a coach approach to managing people.

### What it does

Corporate Coach U's The Coaching Clinic® provides a coaching toolkit of knowledge, techniques and practiced skills that managers and leaders can apply competently and confidently in their work situation to gain immediate benefits. Applying these skills spurs rapid development of individuals and teams, and fosters leadership potential.

Applying skills learned in The Coaching Clinic® has been shown to:

- ☑ **Promote innovation and accelerate results**
- ☑ **Effectively develop and retain valuable organizational members**
- ☑ **Improve organizational commitment and team effectiveness, and**
- ☑ **Deepen commitment to personal, professional and organizational goals**

*Every participant will receive the official Coaching Clinic Participant Guide, Coaching Conversation® Model Card, PCSI Booklet and Completion Certificate from Corporate Coach U (USA).*

### What to expect

Participants discover and experience how to inspire others to believe in their own success, sharpen their focus, and make radical shifts to achieve extraordinary results, all through state-of-the-art coaching techniques.

Participants also discover their personal coaching style using the **Personal Coaching Styles Inventory (PCSI)**, which provides insights into how best to communicate with their team for rapid development.

The Coaching Clinic® equips managers and leaders to “show up” as coaches in their working relationships.

- ❖ *CEB research found that one-third of star employees feel disengaged from their employers and are already looking for new jobs.*
- ❖ *CEB research further shows leadership development is beyond formal learning, and is driven 93% by manager coaching.*

*Source: CEB Developing Senior Leaders Who Build The Next Generation of Talent*

### Here's a look at the 2-day program

#### DAY 1

- **Being a Coach** – A Model of Trust and Creating a Coaching Environment, Personal Paradigm Shifts
- **The Five-Step Process of Coaching in the Workplace** - The Coaching Conversation Model
- **Coaching Skills** – Contextual Listening, Discovery Questioning

#### DAY 2

- **Coaching Skills** (cont'd) - Messaging, Acknowledging
- **Personal Coaching Styles Inventory (PCSI)** - Defining Your Personal Style & Recognizing The Styles of Others
- **Coaching in Organizations** - Creating a Powerful Definition of Coaching, Coaching to Commitment, Challenges to Coaching
- **Creating an Action Plan to Implement Coaching, Follow-Up & Peer Coaching**

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