

Coaching for Change



"creating business excellence"

Register NOW for one of the **LIMITED SPACES** on this course to enhance and develop your coaching skills.

Who should attend:

- ➔ Managers
- ➔ Supervisors
- ➔ Team Leaders
- ➔ Anyone in a coaching role

Registration is Easy:

Email: sales@rapid-results.com with:

- Name
- Company
- Email
- Postal Address
- Phone Number

Rapid Results Limited

PO Box 302-263 North Harbour
Auckland 1330
TEL: 09 447 1994 FAX: 09 447 1995
www.rapidresults.co.nz

What you will get:

- ➔ Tools to apply immediately
- ➔ Increased confidence in coaching situations
- ➔ Techniques for initiating change
- ➔ Insight on how to coach different people
- ➔ Techniques in coaching situations
- ➔ Successful methods to coach effectively

Course Information:

Price: \$650+GST

Times: 8.30am – 5.00pm

Includes:

All Meals
Certificate and Workbook



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Course Detail

These are the topics covered in the training:

- What is Coaching?
- Opportunities to Coach
- Attitude & Motivation
- Coaching the individual
 - Personalities
 - Learning Styles
- Knowing several ways to coach
- Effective Feedback Models
- Making the Change
- Encouraging Self Discovery
- Communication Skills
 - Questioning
 - Listening
 - Body Language
- Looking for the cause
 - Symptoms & Causes
- Be Present and Focus
- Giving Direction
- Change their perspective
 - How to do it
 - Using Examples
- Use Positive Language
 - Confidence
 - The right words
- Keeping it simple
 - Don't overdo it
- Dealing with Difficult Coaching Situations
 - Key tips
 - Your examples

You will also have the opportunity to review coaching forms and discover what's effective in measuring and how to link for best behaviours.

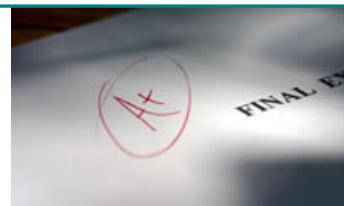
Coaching for Change



*"You get the best effort from others not by lighting a fire beneath them, but by building a fire within."
- Bob Nelson*

The test of a good coach is that when they leave, others will carry on successfully."

All participants receive a Certificate of Training



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