

Introduction to Coaching

Module 1 : 1 Day

1. **Recognising who you are being** – Taking the coaching conversations from a place of 'doing' to 'being'. Providing the delegates with relevant tools to operate at a deeper level. Approaches include expanding goals, shedding emotional/cognitive baggage and achieving results.
2. **Defining the purpose of coaching** – Understanding the different types of coaching so that we can grasp and communicate our purpose. Recognising how conversations are initiated and the factors that lead to successful relationships provides us with the practical appreciation of how we can unlock leadership potential
3. **Applying a structured approach to our conversations** - Skilful use of the GROW model allowing us to pinpoint specific actions necessary to bring about change. Thus allowing stretching goals to be agreed, exploring current reality, developing options and identifying a way forward.