

Coaching for New Managers

Coaching skills for entry level managers

To significantly enhance their management style new managers must embrace the concept of coaching. Most people new in the role of management will have never heard of coaching before. Here is a workshop to enhance their management toolkit with some key coaching skills.

The workshop aims to help delegates gain a greater self-awareness and build rewarding relationships with colleagues by encouraging them to be responsible for their own performance. The workshops will teach participants the key skills and qualities needed to be an effective coach



Course objectives

- know what coaching is and what it isn't
- identify when coaching is useful at work
- know how to build empathy and rapport
- understand the benefits of positive thinking
- know how to structure a coaching session

Programme Content

- Defining coaching
- Coaching opportunities at work
- Assessing and developing your attitudes and skills
- Framing and Reframing – the benefits of positive language
- Structuring the coaching conversation – the **GROW** model

Chris Marsden



Chris Marsden is a professional training and coaching consultant with nearly thirty years of experience. She is passionate about learning and has a diploma in coaching and qualifications in Neuro-linguistic programming which compliments her coaching approach.

Chris provides one to one personal and business coaching tailored to suit the needs of a whole range of clients, in both public, private and third sectors. Her clients include Tameside, Salford and Bolton Schools Improvement Services, Health authorities and trusts – Staffordshire and Manchester and Manchester Citizens Advice Bureau

Chris has a varied history of working with people and developing them at all ages and prides herself on the variety of work including teaching English to Sheiks' children in a Middle Eastern School, developed managers' time management skills in the private sector and built the women's confidence and business writing skills in a prison.