

Introduction to Coaching

A Guide to Effective coaching in the workplace

Coaching is the latest management thing. Everybody is talking about it, however do managers really know about it? Are they delivering a coaching approach everyday of their lives? What does coaching really mean in the workplace and how can it make a difference to business?

This workshop is designed as an introduction to the concept, principles and practice of performance coaching. It will include any experience already within the group and allow individuals to understand what coaching means for them. This opening workshop will also provide a manager with a guide to effective coaching in the workplace.

The workshop will familiarise managers with the 'John Whitmore' GROW coaching methodology and how to apply the core coaching methods and put essential coaching skills into action.

Topics Covered

As well as highlighting the benefits of coaching, specific topics will include:

- **What is coaching?**
- **Attitudes and attributes for effective coaching**
- **Working with the GROW coaching model**
- **Goal-setting techniques**
- **Tools for change**



This workshop is suitable for managers and employees in their first introduction to what coaching is and how they can employ it within the workplace. Delegates with any prior knowledge of coaching should not attend this course unless part of a team all learning together. More advance delegates in coaching should look at 'The Coaching Toolkits' for their training needs.

Patrick Lund



Patrick has a strong background in the private, public and third sector and incorporates a range of coaching and psychological approaches to enable individuals to maximise their performance and utilise their full potential.

He has worked in education, community development and management consultancy, and has a unique blend of styles for developing people with integrated approaches to personal and corporate wellbeing.

Patrick has an underpinning belief that the more an individual learns about their own preferences, aspirations, motivations and areas for development, the greater their performance will be. From individual and team analysis, through to leadership development, he is skilled in the use of such interventions to provide measurable results.

Patrick is a qualified counsellor and trained in the use of solution focused models, skilled helper approaches and transactional analysis.

Qualifications

- Certificate and graduate diploma in counseling
- TA foundation certificate in psychotherapy
- Diplomas in both life and performance coaching
- NLP practitioner