

Coaching: A Beginning

With this module, participants will identify coaching challenges and think about the difference between coaching and feedback. After a simple, yet powerful, activity, participants will define coaching and its characteristics. Participants will be given a coaching process, resources, and reminders. A coaching assessment will assist participants in creating an action plan.

Objectives

- ★ Identify characteristics of a good coach.
- ★ Define coaching and its benefits.
- ★ Overcome common misperceptions and challenges of coaching.
- ★ Discuss the coaching process.
- ★ Identify coaching resources and reminders.

Training Time

8:00 AM - 11:40 AM

Attendees

All employees, especially those with an opportunity to coach on a regular basis

Recommended class size

9 - 30 participants

Recommendations

Follow this module with the *Giving and Receiving Feedback*, then the *Coaching: Now Do It* modules.

Requirements

None

Investment

\$5,000. In other words, if you have 150 participants, it would cost \$33 per participant. You can do your own calculations to determine the actual price per participant for your needs: 250 participants = \$20 each; 500 participants = \$10 each.

This investment includes the Instructor/Facilitator Guide and Participant Guide. It may also include handouts, case studies, job aids, PowerPoints, wallet cards, and scenarios. The documents may be provided in Word and/or PowerPoint so that you may customize them to meet your needs.

Unlike other companies, you do NOT need to take certification classes before you can purchase and use the material. We can help you train your trainers, but that is not a requirement for purchase. Once you purchase the material, it is yours to use as you wish throughout your organization, as many times as needed, by as many trainers as necessary.

Would you like a sample of a complete Module? Check out our [Business Ethics Module](#).

Session 1 (105 minutes)

Welcome

Introduction

Feedback Overview

Treasures

Break

Session 2 (75 minutes)

Characteristics of a Good Coach

Definition of Coaching

Motivation

Coaching Challenges

Coaching Process

Break

Session 3 (40 minutes)

Coaching Resources and Reminders

Action Plan

Wrap Up