

Coaching: Now Do It

Participants will review the difference between coaching and feedback and then identify the who, why, when, what, and how of coaching. Participants will discuss a variety of coaching scenarios. After introducing the steps to coaching, participants will be given an opportunity to practice the new skill. The module will end with discussions on strengths, accountability, distance, and tips for coaching.

Objectives

- ★ Identify the who, why, when, what, and how of coaching.
- ★ Define and practice the coaching discussion.
- ★ Discuss strengths, accountability, and distance with regard to coaching.
- ★ Identify some coaching ideas and tips.

Training Time

8:00 AM - 11:50 AM

Attendees

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

Recommended class size

8 - 30 participants

Recommendations

This module should be used as a wrap up for the *Coaching: A Beginning and Giving and Receiving Feedback* 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 (100 minutes)

Welcome

Introduction

Feedback and Coaching Overview

Coaching: A Beginning Review

Who, Why, When, What, and How

Break

Session 2 (85 minutes)

Coaching Scenarios

COACH

Coaching Practice

Break

Session 3 (45 minutes)

Miscellaneous Coaching Ideas

Strengths, Accountability, and Distance

Coaching Tips

Action Plan

Wrap Up