



# Coaching Skills

## Course Aims

To introduce the skills, techniques and benefits of coaching. The workshop investigates how behaviours develop in people and how using the coaching approach, can make long term changes to negative or challenging behaviours. We also look at how coaching can be used to develop long term action plans and improve individual and team performance.

## Course Objectives

**By the end of the session, attendees will:**

- Be able to describe the role of the coach and when coaching should be used
- Know how values and beliefs effect the way we coach and are coached
- Be able to demonstrate the skills required of an effective coach
- Know how to use a tried and tested coaching structure that delivers results
- Know how to adapt your style of coaching to meet the needs of the individual and the business
- Be able to provide effective feedback to individuals that you coach
- Know how to drive actions and capture them in a development plan
- Describe advanced coaching techniques and demonstrate their use.

## Course Content

- Role of the Coach
- When to coach
- Values and Beliefs
- Coaching Skills
- Coaching Model
- Advanced Techniques

## Course Benefits

Coaching allows you to raise awareness in individuals of their need to change or improve. This generates commitment to take on board actions and make changes to their attitude, behaviour or performance meaning more effective people in your team or organisation.

## Who Should Attend?

People at any level who would like to help others develop skills, make improvements or make changes in their lives.

## Price

Open Workshop - £299 inc VAT per person. 1 day workshop including lunch and a delegate workbook.

Delivered to your organisation – Contact us to talk about your requirements and for a no obligation quote.

## Session Breakdown

### **The Role of the Coach and coaching**

- What is a coach and what are they there to do
- What is coaching and the skills required of an effective coach

### **When to coach**

- When is coaching appropriate to use
- The differences between coaching, mentoring, buddying and counselling

### **Values and Beliefs**

- How do values and beliefs affect behaviour and performance
- How can coaching help the person to realise they need to change

### **Coaching Approach**

- What are the various methods of coaching
- How to adapt your style based on the business and the person being coached
- Developing a coaching culture in the business

## Coaching Model

- Introduction to a tried and tested coaching model
- Driving actions and setting objectives
- Providing effective feedback
- An opportunity to practice using the structure

## Advanced Techniques

- An opportunity to look at some advanced coaching techniques.

## Course Information

This is a **one day** training event that Revolution Learning and Development deliver on an open basis at locations across the UK. We can also deliver this event at or in close proximity to your organisation if this is required.

If you chose to have us deliver this specifically for your organisation, we can make this more bespoke to your needs.

The cost of our open courses includes the learning materials, refreshments during the day and lunch.

To see prices and when and where we are next running this event or to book, visit our website [www.revolutionlearning.net](http://www.revolutionlearning.net) or call us on 03333 444 575.

Or, to discuss your individual needs, email [contact@revolutionlearning.net](mailto:contact@revolutionlearning.net) or call us on the number above.

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