

# Coaching Skills For Managers



## ***How Can I Coach My Team Members to be High Performers?***

Successful organizations realize that coaching is one of the most cost-effective and reliable ways to achieve extraordinary results and retain top talent.

Coaching is a leadership skill that is not difficult but does require changes in attitude, high-level communication and a *profound commitment to developing people*.

**Coaching Skills For Managers** is a learning-by-doing, one-day workshop designed to help middle- and upper-level managers become great employee coaches.

Participants will use relevant examples and case studies to learn and practice:

- Effective listening and communication
- Developing team collaboration
- Asking the right questions to uncover the truth
- Identifying and removing personal roadblocks
- Turning expectations into accountability and action

A follow-up teleconference will reinforce the experience and support long term growth.

### **Results**

Participants can expect to be able to

- Shift appropriately between the roles of “Manager” and “Coach”
- Begin immediately to implement coaching skills and processes
- Develop others to be accountable and focused on the right priorities

Participants will receive a program completion certificate at the end of the workshop.

### **Facilitator**

Dean Newlund has 16 years' experience in organizational and leadership development. He has coached over 250 mid- to upper-level managers, developed coaching programs for a variety of Fortune 1000 companies and is a certified Productivity Coach.