



# Coaching and Mentoring Power<sup>®</sup>

## Professional Development Seminar

### LEARNING OUTCOMES

- **MASTER NEW TECHNIQUES FOR COACHING, MENTORING AND COUNSELLING**
- **LEARN HOW TO BUILD ROCK-SOLID WORKING RELATIONSHIPS WITH OTHERS**
- **MAXIMISE THE POTENTIAL AND CONTRIBUTION OF OTHERS THROUGH SUCCESSFUL COACHING**
- **UNDERSTAND THE COACHING PROCESS AND HOW IT CAN BE APPLIED WITHIN YOUR ORGANISATION**



Tiger Woods has a coach, so does every other world-class athlete. Today, leading organisations also realise that to bring the best out in their people, a coaching model is a proven way for producing increased productivity and personal growth. Forward-thinking organisations have also discovered that the same skills that coaches use to create winning athletes work in a business setting as well. Here in Australia thousands of organisations rely on the coaching and mentoring approach to help bring the best out of their own managers and supervisors.

Over one day, the highly innovative **Coaching and Mentoring Power<sup>®</sup>** program will teach new and powerful coaching methods to help turn even problem team members into super-productive, motivated team members!

Managers and supervisors attending this program will learn the actual coaching methods to instill the behavioural changes and enthusiasm that increases productivity and improves workplace satisfaction. Over one day, participants learn how to supplement their management responsibilities with on-the-job coaching, mentoring and counselling skills. Over one day participants will learn to use the concepts, tools and practical skills necessary for leading a team or an individual through transformational change such as challenging present organisational culture, inspiring long-term vision, or simply bringing the best out in their individual performance.

**Coaching and Mentoring Power<sup>®</sup>** takes participants through a step by step process to produce a "coaching plan" that ensures all of their people reach their KPIs, goals and yearly objectives. In addition, they'll discover how to maximise every team member's abilities, strengths and talents.

While many untrained supervisors waste time in random chit-chat, managers and supervisors who use **Coaching and Mentoring Power<sup>®</sup>** will turn these conversations into behavioural changes and personal growth opportunities.

- ✓ How to use competitiveness as a positive, powerful motivator.
- ✓ When to attempt employee counselling, and when to leave it to H.R.
- ✓ Expert listening skills - the proven method to connect with others.
- ✓ How to deal with anger, crying, or other emotional responses.

# Seminar Overview

# What's Included

(One-Day Program 8:30 – 5:00pm)

## MODULE 1:

- The meaning of coaching—what it involves and accomplishes
- The difference between coaching, mentoring, training and counselling
- The key benefits of using a coaching model
- Integrating a coaching program with your team
- The keys to effective coaching
- Creating an effective process of change

## MODULE 2:

- Creating a coaching landscape
- How to cultivate a more positive, energised workplace
- Using different coaching approaches for different team members
- Intrinsic and extrinsic motivation techniques every manager should know
- Using a “Plan of Action” chart to keep team members focused on their goals

## MODULE 3:

- Preparing to coach
- Clarifying coaching needs and goals
- Agreeing specific development needs
- Formulating a detailed plan for coaching
- Doing a task or activity
- Reviewing activities and planning improved performance
- How to end a coaching program

## MODULE 4:

- Managing coaching by objectives
- Setting SMART objectives
- Giving negative feedback
- Harnessing true potential
- Solution-focused coaching
- Reframing to overcome obstacles
- What we can learn from world-class sports coaches



## ○ EACH PARTICIPANT RECEIVES

Each participant receives a professionally produced, training manual and reference material. In addition, participants receive a password to online e-learning and reference material (where they can access audio coaching files, white papers, posters, and other training materials).

## ○ FREE eCOACHING FOR ALL PARTICIPANTS

To help participants implement all they have learnt at this powerful seminar, they'll also receive access to a 6 month e-Coaching program free!

This unique coaching program starts 14 days after the training.

At the comfort of their desk and at a time which suits them, participants enjoy these eCoaching sessions, as they reinforce all that has been learnt at this development program.



## ○ CERTIFICATE OF ACCOMPLISHMENT

Each participant also receives a customised “Certificate of Accomplishment”, to be framed and displayed at their office or home.



## ○ CONTACTING US

P.O Box 2124, Prahran  
Melbourne VIC 3181  
P: 1300-881-891  
P: (03) 9533-9533  
E: mail@success.net.au  
W: www.success.net.au

