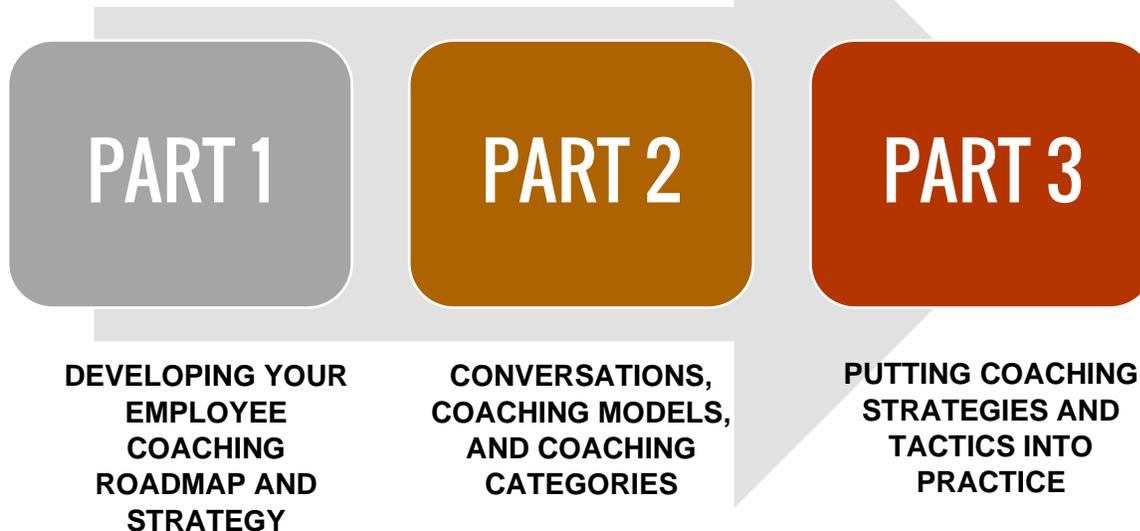


## Just Because You're a Great Leader Doesn't Mean You're a Good Coach\*

\*Best use of this program is live in-person due to coaching role-playing and simulation exercises.



## JUST BECAUSE YOU'RE A GREAT LEADER DOESN'T MAKE YOU A GOOD COACH

### Different Skillsets; Different Mindsets

The **Just Because You're a Great Leader Doesn't Make You a Good Coach** teaches the thought patterns and behaviors associated with successful coaching outcomes within a corporate environment. This program is for middle/senior managers stepping into internal coaching roles.

Leaders learn why — when stepping into coaching roles — doling out advice or solutions to problems often creates discord in the workplace and thwarts successful coaching outcomes. Equipped with a fresh perspective on coaching effectiveness, leaders can restrain and even neutralize the impulse to step in with solutions and answers every time a problem is brought to them.

### Outcomes and Results You Can Expect from This Program

Participants receive “field-tested” coaching tools that focus concentration, enhance engagement, and show people the value of self-discovery that often accompanies a vision shift, and becomes the catalyst for critical thinking or behavior change. Genuine coaching, like genuine leadership, reflects a way of being around others; it's a way of enhancing personal and professional life experience.

Through reinforcement throughout the program, **participants will see the value of talking less frequently, listening more intently, and accepting how reflective inquiry is a far better and more effective coaching approach than simply asking questions (or giving people solutions to issues).**

It's also less stressful than feeling you always have to have the right or best answer to a coaching problem.

You expect to see immediate results, and **you will**. You want the learning to resonate with leaders, and **it will**. You want leaders to see an increased level of self-awareness to build on their leadership coaching ability, and **they will**. You expect to see immediate results, and **you will**.

### PART 1: DEVELOPING YOUR EMPLOYEE COACHING ROADMAP AND STRATEGY

- Apply solutions-focused coaching strategies
- Select the change model that works best for individuals and circumstances
- Create the roadmap of change to build the road to success

### PART 2: CONVERSATIONS, COACHING MODELS, AND COACHING CATEGORIES

- Learn situational coaching approaches
- Apply the GROW Model (with i-GROW and re-GROW phases) for use in employee coaching sessions
- Tools for the coach's toolbox

### PART 3: PUTTING COACHING STRATEGIES AND TACTICS INTO PRACTICE

- Understand the qualities of effective leader/coaches
- Select coaching approaches for problem performers, high performers, and everyone else
- Create the leader-as-coach game plan

## Program Options

Virtual 90-minute association chapter presentation: **\$2,500**

Virtual half-day live presentation or optional videos + live Zoom calls\*: **\$5,500**

Bundled Keynote + 90-minute Breakout session **(call for details)**

Available as a pre- or post-conference full-day in-person hands-on program, a three-day in-house corporate program (up to 25 participants), or as an annually licensed program for your organization (call for details).

*\*Optional videos + live Zoom calls: Three Videos shown every other week alternating with three live 90-minute Zoom calls over 6 weeks. See website for details.*