



# perceptions

coaching



**“Manager as Coach” – One Day Training Workshop** (followed by six coaching sessions per delegate)

**Learning Outcomes:** Delegates will learn the basic skills required to manage performance using a coaching style. This workshop will develop the individual's ability to improve their personal performance and that of their team. Delegates will know how to coach difficult people, how to effectively deliver feedback and how to improve performance. During the workshop delegates will practice coaching skills, benefit from group learning and participate in practical exercises. In addition there will be unique tools, a dependable framework and new skills to apply in the workplace.

Following the workshop each delegate will receive **six coaching sessions** with a senior and professionally qualified coach. This will ensure the new skills are being applied and will allow the delegates to review their performance of being ‘Manager as Coach’.

**Outcomes include:**

- learn basic Neuro Linguistic Programming (NLP) – use of language & communication style
- unique tools to assess individuals performance & skills gap analysis
- how to remain non-judgemental & detached from the content
- developing coaching skills – open questions, listening skills
- difference between Coaching / Mentoring / Counselling
- managing performance using a coaching style
- process & reason for coaching – philosophy
- six coaching sessions per delegate
- giving strength centred feedback
- directive vs. non-directive styles
- superior tools & exercises
- principles of coaching
- when not to coach
- “Why = What?”

**Aimed at:**

Particularly:

- senior management
- human resources
- team leader roles
- sales management
- financial management
- operational management

**Exercises:**

- Trio Coaching sessions
- Strength Centred Feedback
- NLP – Communication Questionnaire

**Cost:** £597 per delegate (early bird discount price = £547 when booked before 31 January 2006)

**Date:** Thursday 30 March 2006

To book a place call: **01206 562367** or e-mail: [sales@perceptionscoaching.co.uk](mailto:sales@perceptionscoaching.co.uk) and quote: **MAC-06**  
(a non-refundable deposit of £100 is required to secure a place)

Testimonials

- “Improved my confidence in my management role”
- “Brilliant training – can't wait to see how it passes on to the team!”
- “I feel all staff in managerial positions should do this course”
- “Interesting, fun and informative”

Call **Today** to tailor a course to suit your needs...Perceptions Coaching – improving people's performance in 2006...!

*improving performance...*

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Spaces  
Book early to  
avoid  
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