

## HIGH PERFORMANCE COACHING

LEARN TO USE COACHING SKILLS AND GET BETTER RESULTS

- Who for?:** Designed for managers and leaders who are responsible for the performance and results of others. Coaching is an ongoing process that helps people gain greater competence and overcome barriers to improving performance.
- Purpose:** To help you maximise your own potential and that of others.
- Outcomes:** We believe that performance management is a mind set, a skill and a culture, not just a system. We help people to identify and use their unique strengths, and minimise performance-limiting behaviour. You will learn the tools to improve your own and others' performance and generate greater success for yourself and your business.
- You will learn to:**
- Identify key coaching opportunities
  - Understand the links between values, beliefs, thoughts and performance
  - Pace, match and mirror others to build rapport and trust
  - Help increase self awareness and get people to take personal responsibility
  - Gain commitment to setting goals and understand the importance of defining well-formed outcomes
  - Learn and practice techniques for personal change
  - Learn more about yourself and how you can help other people to improve their results

Every so often it is important for people and organisations to be willing to question and challenge their personal beliefs and take stock of their actions. This programme will give you an opportunity to work with the link between beliefs and performance, build confidence and get better results.