

FourThirds

Seriously Fun

Coaching Skills for Leaders

The Coaching Skills for Leaders programme is a 2 day highly interactive and intense leadership and coaching workshop. The maximum number of delegates on the programme is 8. The workshop will be run by 2 highly experienced Executive Coaches with a breadth of Coaching, Leadership and training experience.

Relevance

When did you last stop to ask yourself whether you are getting the best out of yourself, your peers and your team members? You probably work in a high-speed, high-pressure, target-driven culture where taking the time to reflect and ask the really **useful** questions is a luxury – even a fantasy.

These are challenging times to be a leader. There's much talk about 'the death of the manager' and it's all about leadership – and please make it decisive, inspiring, sensitive and receptive to those you lead. With demands and expectations set so high, leaders are increasingly turning to coaching skills to give them the edge in dealing with challenging situations: someone in the team who's not performing; conflict on the Board; a tense relationship with a colleague; targets to be met in difficult times; a client who's not happy; a tricky conversation waiting to be had.



Purpose

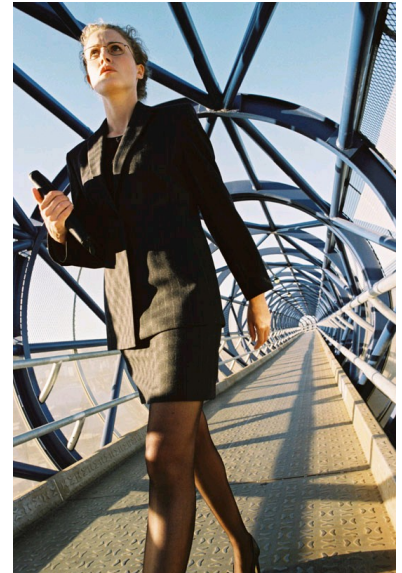
This workshop allows you to pause and consider the questions. It is about enabling you to adopt a coaching approach as part of your leadership style. To give you the confidence to do so by borrowing from the very best of current coaching practice. You will learn how coaching skills differ fundamentally from other approaches such as mentoring, facilitation, skills development and training - and how to recognise the boundaries.

Organisational Benefit

Your organisation will benefit from enhanced leadership development and the ability to deal with a greater variety of business challenges. You will develop a sharper skill set, acquiring an effective toolset to build rapport, add value to relationships both internally and externally, and handle a wider variety of business situations. You will also begin to create a company ethos based on shared values and beliefs.

Individual Benefits

Coaching well requires a high level of self-awareness. Self-awareness helps to build Emotional Intelligence which is often seen as an individual differentiator to achieving success. Once you have the coaching skills, they can have an impact on all your relationships – with yourself and others, in work and beyond – in ways that may surprise you. You will develop techniques for great communication – verbal and non-verbal – that you can use immediately and with confidence in the most challenging situations.



Programme Content

- Be a leader, not a manager
- Give yourself the leading edge using coaching skills and techniques
- Understand coaching models that you can use immediately
- Recognise when to use a coaching approach
- Practise hands-on coaching techniques for specific situations
- 'Tune in' to the power of language, relationships, values and beliefs
- Have the important but difficult conversations that you dread having
- Facilitate motivation in yourself and others by spotting the real drivers
- Create great rapport-building capability
- Identify and tackle areas of conflict in a constructive way
- Get greater commitment and 'buy-in' from others
- Ask effective questions to get effective answers
- Recognise and resist behaviours that undermine the coaching process
- Benefit from applying the coaching approach in life beyond the workplace

Venue

Sometimes we need to take a step back and 'lighten up' enough for fresh thinking to come to our rescue. Easier said than done, so we thought we'd do the legwork and set the scene. Therefore we have selected the unlikely venue of **'Bill's Produce Store' in Reading** for this workshop.

We don't know of any other leadership workshops that take place in a food store; where taking time to relax in a café bar is part of the schedule; and where all the hard work is done against such a colourful and eclectic backdrop. You can literally put your feet up if you like - but, believe us, you'll be working. We like to think of it as *seriously fun!*

Dates and Location

Tuesday 28th & Wednesday 29th June @ Bills Café, Reading.

Programme Booking and Information

The investment for the programme is £999 + VAT (A booking form is attached)
You may also book using our online booking form, this can be found at www.endlessperception.com/booking

For further information please contact James on 0845 257 0428 or James@Fourthirds.com.