Coaching Skills for Managers

Overview
This program is aimed at Managers that wish to foster a Coaching Leadership Style within their organizations and also want to use the benefits of coaching for their own personal and professional development. The program focuses on practical ways to increase focus, manage workload and increase the impact that Managers have on their teams.

Coaching helps people produce extraordinary results, increases self-awareness and creates clarity, provides greater focus and awareness of choice and moves people into action towards their desired goals. Through this workshop, participants will have the opportunity to develop coaching competencies, enhance active listening skills, learn how to easily build rapport, practice on powerful questioning and positive language and use different coaching models, on real life situations. The workshop is designed in a way to provide an experience for the participant that will lead to long lasting results.

Participants are given tools and techniques that can be immediately used for themselves or members of their teams and will be adequately practiced during the two-day workshop.

Objectives
By the end of this program participants will be able to use coaching skills as a means to define personal and professional goals and be able to pursue them. They will also be given with tools and techniques that will enable them to manage their teams more efficiently, encouraging self-responsibility and increased performance.

Who should attend
- Leaders and managers who want to develop a coaching style of leadership or implement organisational change
- HR and T&D professionals looking to develop talent or build a coaching culture within their organization
- Project Managers or Individual Contributors who need to get results from others

Prerequisites
- None

Dates & Duration
- 12&13/6/ 2014, 20&21/11/2014
- 2 days
- 16 teaching hours

Instructor
Stella Voulgaraki, Certified Coach (ACC) & Trainer

Course Outline

**Session 1: What coaching is and what is not**
- Coaching Definition
- Differences from other professions
- Coaching Levels

**Session 2: Coaching Models**
- GROW Model

**Session 3: Coaching Competencies**
- Creating Rapport
- Active Listening
- Linguistics
- Powerful Questioning

**Session 4: Coaching Feedback**
- Types of Feedback
- Feedback Model

Expression of Interest
execedu@ait.gr please send your contact info, including program title in email subject line

Registration Form

Venue
AIT, Building B7, INTRACOM Campus, 19 km, Markopoulou Av, Peania 190 02
How to reach AIT: http://www.ait.edu.gr/ait_web_site/how_to_reach_us.jsp

Tuition Fee
Single Participation: 530,00€
This course is also available for in-house training for 12 participants @ competitive pricing.
OAED funding may reach up to 100%, for more information please contact us.
Discount Policy Cancellation Policy

Contact
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