



## Coaching and Consulting

**Purpose:** Every employee can reach higher levels of performance, including your average and best performers. What they need is a manager who can coach: someone who can routinely observe, assess, and interact in ways that develop and maximize their individual effectiveness. This is your seminar to raise their potential and level of performance and get the most out of your team

**Results:** Participants will have the opportunity to:

- Improve their ability to coach using the GROW model approach.
- Provide feedback.
- Minimize repeat performance failures.
- Close the gaps between current and desired performance and outcomes.
- Assist and challenge your best performers to greater levels of success.
- Integrate coaching seamlessly into daily interaction with your team.
- Become comfortable and skilled in asking open-ended questions.
- Practice listening for skill improvement

**Methods:** Facilitators provide debriefing sessions and coaching throughout the program, providing additional opportunities to relate learning experiences to the actual work environment. The process may include the following:

- ✓ Pre-assessment work
- ✓ 1-day or more facilitated program and follow up work
- ✓ Interactive training & exercises
- ✓ Role plays and triad coaching groups
- ✓ “Leader as a coach” development plan
- ✓ Facilitated group discussions

**Attendees:** Team members, facilitators, sponsors and leaders are invited to participate in this workshop.

*To learn more and have a customized schedule made for you; please contact  
The Browne Center at 800-349-1925 and ask for Corporate Training*