

# Hey Coach!

Successful managers today understand the importance of coaching in the workplace to improve productivity, loyalty, and results. Instead of telling team members what to do, or just expecting them to perform, it is important to guide, discuss and encourage – in other words, coach.

Coaching is a collaborative process that can accelerate learning, self-discovery and development in individuals. To understand this is to shift from managing people to creating an environment where employees are self-managing, problem solving, and brainstorming. For employees who are developing in their skills, knowledge, and self-confidence, coaching is a critical part of their learning process.

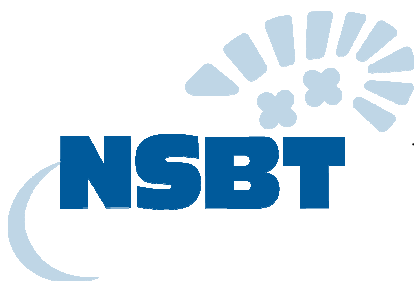
This session is geared to help leaders understand the importance of being a successful coach.

## **Sample 2 hour Session: (can be customized)**

- Understand the characteristics of a good coach
- The art of asking questions – Socratic learning
- Understand how to praise and to critique & the value of each
- Understand the systematic process to identify whether to give feedback, train, problem solve, discipline or coach
- Understand how to develop a coaching strategy

**Contact us today to see how we can  
customize this session for you!**

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