



# Eat the Elephant

## 'Helping people achieve the objective'

### Essential Management Development skills

## Practical Coaching For Results

### Who is it for ?

Managers, team Leaders, and trainers who are responsible for delivering information and knowledge to individuals and teams.

### What is it about and what will it do ?

Delegates will learn how to use coaching in such a way as to maximise a person's natural potential to improve their performance and gain lasting commitment to personal and business objectives. Every coaching interaction will be an enjoyable and different experience.

### Typical Objectives

- Coach more aspects of performance in much less time
- Use coaching to improve performance in short effective time frames
- Understand key motivators and behaviours
- Save valuable business and personal time and improve performance
- Maximise motivation levels – using the individual profile to gain results
- Keep yourself and others highly focused throughout the day
- Reduce stress levels as a result of a positive experience

### Indicative Outline Content

- **Being your best self with coaching**
- **Finding out how your coaches best respond to coaching**
- **Developing successful coaching relationships**
- **The 8 step practical coaching model**
- **Constantly moving forward**
- **Golden rules & feedback tips**

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