

COACHING FOR OPTIMUM PERFORMANCE AND RESULTS

Overview

Coaching is the most effective technique a manager can employ to enhance individual and team performance. In the current economic environment, managers are challenged to get the best from each and every individual. This program is specifically designed to train business directors and front-line managers on how to coach their direct reports and teams to high levels of performance to achieve critical business objectives.

In this practical hands-on program, every participant will be guided through a proven process to develop a customized coaching plan for each individual on their team. Learn how to “kick it up a notch” and accelerate the pace of performance development through coaching.

Who should attend

Directors and managers who want to improve the performance of their direct reports to achieve business objectives

Benefits & outcomes

- Implement plans immediately for each of your direct reports that will move C performers to B's, strengthen the B's, and better leverage your A performers
- Identify the specific skills and behaviors needed to help your staff reach and exceed their goals
- Build trusting partnerships and maximize the growth potential of your direct reports

Linkage Training Programs are approved by the following organizations



Program Curriculum

- Set your business objectives, analyze your staff, determine a coaching strategy for each individual, and use tools to measure your success
- Practice extensively to sharpen your skills in each of the eight capabilities of **The Essential Coach™** model
- Practice and internalize best practice questions for powerful coaching conversations that result in committed action.

Pre-work

Take the online 360-degree **Essential Coach™** assessment to map your individual development plan.

Post-work

Participate in two 90-minute follow-up calls with your classmates and a Linkage Master Coach to discuss your progress with selected direct reports.