



Course 146: Coaching Teams for Success

Course Description...

Managing and leadership today involves getting the most out of the teams that perform the work. Coaching is a time-proven method of assisting staff perform to the top of their game. This course discusses the techniques of coaching both individuals and teams.

Learning Objectives...

- Understand what coaching is
- Evaluate the coach's readiness to coach
- Determine the major techniques of successful coaches
- Investigate the aspects of coaching the individual
- Identify the techniques for coaching teams to higher performance
- Learn the tips and techniques of good coaching

Who should attend...

Project Managers, supervisors, executives, team members, and anyone who may benefit from being a coach or receiving coaching.

Prerequisites...

There are no prerequisites for this course.



Course Outline...

Introduction and Overview

Course Objectives

Unit 1: What Is a Coach?

- Coaching defined
- The coaching relationship
- Roles of a coach
- The effects of coaching
- The partner
- The mentor
- Who needs coaching and how do you know?
 - Defining coachability
- When is coaching appropriate?
- Can you be a coach?

Unit 2: General Coaching Techniques

- The coach's challenge
- The contract
- Goal setting
- Focusing
- Problem solving
- Strategizing
- Getting the commitment

Unit 3: Coaching Individuals

- Mentoring
- Training
- Creativity
- Challenging
- Homework
- Coaching Up

Unit 4: Coaching Teams

- Addressing conflict
- Motivation
- Coaching meetings



Unit 5: Advice and Counsel

- Keeping on track
- Shortcuts

Unit 6: How To Be a Better Coach

- Listening
- Watching
- Challenging
- Advising and counseling
- Gaining the maximum benefits out of coaching
- Coaching the coach