



The Coaching Conversation® Workshop

Coaching Skills for Leaders and Managers

What it is

The Coaching Conversation® Workshop is a half day (4 hour) program built around one of the core concepts from The Coaching Clinic®, ie the Coaching Conversation communication model. This five-step model helps structure coaching and performance-related conversations for more effective communication leading to better outcomes.

What it does

The Workshop provides an introduction to the principles of coaching and the use of a communication model that helps take the guesswork out of coaching conversations by providing structure and building in accountability.

Who it's for

The Coaching Conversation® serves as an introduction to corporate coaching and the construct necessary for consistent results. As such, this workshop is intended for managers, supervisors, mentors, leaders and consultants without prior formal coach training. No previous coaching experience is required.

What to expect

During the workshop, participants will –

- Discover some of the core principles of successful coaching
- Learn the five-step Coaching Conversation Model®
- Understand the theoretical basis for each step, and its importance
- Practise using the Model in simulated coaching conversations

Through using the Model, participants will build confidence in using coaching as a problem solving and developmental tool.

Program (4 hours)

Tell/Ask Continuum

- Engagement or Dictatorship?
- The Continuum

Coaching Environment

- Recognising and Maximising Coachable Moments

Coaching Conversations

- The five-step Coaching Conversation Model®
- Coaching through the Gap

Personal Paradigm Shifts

- Manager/Leader or Coach

Course Materials

Each participant receives –

- Participant Guide
- Coaching Conversation Reference Card



The Coaching Conversations® Workshop uses material from The Coaching Clinic® training system, which was developed by CoachWorks International of Dallas, Texas USA and designed for Leader-Coaches by CareerDestiny Unlimited of Toronto, Ontario Canada on behalf of Corporate Coach U. **Melinda Horton is a licenced facilitator of The Coaching Clinic® and a member of the International Coach Federation (ICF).**