



## **The PCSI® Workshop** (Personal Coaching Styles Inventory®)

### **Communication with Insight**

#### **What it is**

The PCSI® Workshop is a 2 hour program that boosts the effectiveness of performance related interpersonal communication. The Inventory provides insight into how people are likely to communicate while giving and receiving coaching and feedback. The PCSI® was created in 1997 by coaches for coaches. Tens of thousands of coaches, managers and leaders worldwide have used the Inventory to gain advantages of improving communication.

#### **What it does**

The Workshop provides learning and practise in which participants discover their own preferred communication style and learn how to 'flex' it for more productive interactions. The PCSI identifies four principal communication style traits and explains why and how these natural tendencies influence behaviours on both sides of coaching conversations. With this understanding leaders and coaches are better able to tailor their communication to get the best out of individuals and teams, through creating a results-oriented and collaborative environment.

#### **Who it's for**

The Personal Coaching Styles Inventory® Workshop is intended for managers, supervisors and leaders at all levels, consultants, coaches and teams.

#### **What to expect**

During the workshop, participants will gain an understanding of –

- Why coaching styles are important
- The strengths and liabilities of each style
- The impact of different styles in the workplace
- The implications and impact of styles as Leader/Manager/Coach/Team member
- Practise coaching and 'flexing' with different styles

#### **Program (2 hours)**

##### PCSI

- Overview and Scoring

##### Coaching Different Styles

- Flexing Your Style

##### Styles Analysis

- Strengths and Liabilities

#### **Course Materials**

Each participant receives –

- Participant Workbook



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).**