

Stop Managing, Start Coaching!

Creating A Team, To Which People Want To Belong

Presented in cooperation with John Kaman's Whitewater Coaching & Consulting



Stop Managing, Start Coaching

2 days - 14 PDUs

Our 2 day Stop Managing, Start Coaching! class is focused on the soft skills of coaching. Coaching is an essential skill for all supervisors, managers and project managers. It is the ability to work with people by approaching them from their perspective and working together to get the job done. Through coaching you will be able to create a team in which people discover answers for themselves, take ownership and are accountable.

Would you like to become a more effective leader? Are you tired of the old "command and control" style of management and looking for a more effective way of leading your team?



John Kaman

Have you heard about coaching in a business environment and are wondering what it's all about?

Coaching is an essential skill for all supervisors, managers and project managers. It is the ability to work with people, approaching them from where they are coming from to get the job done.

Coaching will help actualize the full potential of the people on your team. No doubt you have read and heard about managers who were able to develop high performing teams. Find out how it is done. This two-day workshop help you develop the skills necessary to move your people forward achieving on-time, on-budget performance.

The class is intensive, and purposely kept small, so you'll have ample time to interact with the facilitator and fellow classmates to develop your coaching skills. The class format is: demonstration, exercises, lecture and small group activities.

TOPICS YOU WILL PRACTICE AND LEARN:

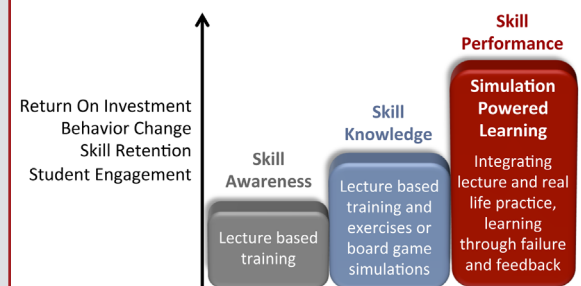
- How to create high performing teams by using effective one-on-one coaching skills
- How to generate powerful questions to boost creativity, get commitment and move your project forward
- How to apply the three proven methods of establishing rapport
- To respond to any situation by developing a fluid communication style
- What motivates individuals and how to develop strategies specific each person
- How coaching differs from traditional management
- Using powerful questions and powerful language
- Rapport building techniques
- Listening as an art
- Improving communication effectiveness
- Motivating your people

WHO SHOULD ATTEND

Stop Managing, Start Coaching! is an intensive two-day workshop intended for experienced supervisors, managers and project managers. We recommend that you have at least one year leading a team before signing up for this workshop.

TURNING KNOWLEDGE INTO PERFORMANCE

Practice makes perfect. Our simulations put participants into a computer generated situation with real-life team members, stakeholders and challenges. Participants make real-life decisions and then see the results of those decisions – good and bad. They go back to work and are able to immediately apply what they have learned!



TESTIMONIAL

"Interesting new concepts, engaging instructor, appropriate resources. It was excellent!" – S.M Eau Claire Area School District



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