



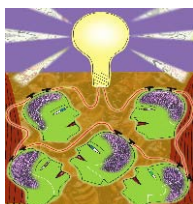
GMP Mastery™ Coaching Workshop Description

The Eighth “Common Sense” Principle of Performance Mastery: **“We must Conscientiously Cultivate and Consciously Develop Competence and Commitment!”** requires all managers to be able to strategically and effectively coach and reward their people.

Through coaching and rewarding, we will raise the performance of our staff, seek long-term goals for them to work towards, and develop our staff to take on more responsibility. This will give us more time to work on targeting possibilities to improve our team’s performance and results.

This workshop will start a conversation about getting the best from your team and letting you focus on achieving better results for your organization.

You will be challenged to evaluate your effectiveness as a coach / rewarder and develop a specific and customized action plan for applying the workshop critical thinking and practice points to your organization.



Coaching and Rewarding People

Workshop Critical Thinking and Practice Points

Understanding Coaching

- What is Coaching?
- Why Coach?
- Selecting a Coaching Style
- Emotional Intelligence and Coaching
- Developing Coaching Relationships

Initiating Coaching

- Preparing for a Session
- Starting a Session
- Defining Goals
- Looking for Options
- Taking Action
- Following Up

Making Coaching Work

- Coaching Attitudes
- Dealing with Barriers
- Troubleshooting
- Dealing with Organizational Barriers

Coaching Tips

- Team Coaching
- Coaching Long-Distance
- Coaching and Appraising
- Coaching Through Delegation