

COACHING-COUNSELING-MENTORING WORKSHOP

INTRODUCTION: People in leader, manager and supervisor positions are expected to coach, counsel and mentor their direct reports. Yet the majority of them have never had any formal training on understanding the differences in these roles and how to execute and apply techniques for each. With a clear understanding of each and how to apply, this program provides people with the knowledge need to effectively coach, counsel or mentor others.

OBJECTIVE: To understand key components and aspects of coaching, counseling and mentoring processes.

WHO SHOULD ATTEND: Leaders, managers, supervisors seeking to improve their employee development skills

PROGRAM OVERVIEW:

- The basics of a coaching relationship Prioritizing tasks more effectively
- The five principles of coaching
- Directive vs. In-directive coaching
- The duties of a coach
- Asking good open ended questions
- Specifics on the in-directive coaching process
- Enhancing Communication Skills - Understanding human behaviors and motivators with DISC
- Counseling - "The ten things that motivate employees"
- Signs of poor or late counseling
- Counseling meeting goals
- Mentoring: The role of the mentor
- Benefits to mentoring
- Putting it all together

METHODOLOGY: Exploring through video and group dialogue, interactive exercises to improve one's ability and effectiveness in coaching, counseling or mentoring others.

PROGRAM LENGTH: 4 or 8 hours

COURSE SIZE: A minimum of 6 people and up to 15 per session.

PROGRAM LOCATION: On-site at client location or at an off-site meeting facility.

PROGRAM FEE: Please [contact us](#) for session rates.

To see a sample DISC report, [click here](#).