

Consultative Coaching and Feedback Reinforcement for Consultative Partnering

This one-day workshop gives managers a common understanding, framework, and a set of tools for developing Consultative Partnering skills among their employees.

DESCRIPTION

Following training in *Consultative Partnering* it is critical that managers coach their people to reinforce skill acquisition and help them integrate new behaviors into their day-to-day activities. To help managers with this effort, the one-day *Consultative Coaching and Feedback: Reinforcing Consultative Partnering* workshop gives managers a common understanding, framework, and a set of tools for developing *Consultative Partnering* skills among their employees. Participants learn a practical, proven process for coaching and providing effective feedback. In addition, the workshop helps participants explore how to work effectively with a variety of individuals with different strengths and motivational factors.

Equipping managers with essential coaching and feedback skills helps ensure that *Consultative Partnering* skills are reinforced among employees and that changes in consultant behaviors will drive improved performance. In addition, creating a culture of effective coaching and feedback helps retain employees and improves client retention and satisfaction.

AUDIENCE

The *Consultative Coaching and Feedback: Reinforcing Consultative Partnering* workshop is targeted for managers and senior staff members with responsibility for helping their teams develop and apply Consultative Partnering skills in their day-to-day environment.

OBJECTIVES

After completing *Consultative Coaching and Feedback: Reinforcing Consultative Partnering*, participants will be able to:

- Assess the coaching needs of their team and put a viable strategy in place to accomplish necessary team development.
- Set consulting skill development goals and prepare action plans to increase individual consultant performance.
- Apply coaching skills to the concepts, models and tools taught in the *Consultative Partnering* workshop.
- Increase capability and effectiveness in observing others and providing feedback.
- Learn the power of questioning and listening when working with people and developing trusting relationships.
- Increase productivity, be a more effective leader, and build better relationships.

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