

Consultative Coaching and Feedback™

This one-day *Consultative Coaching and Feedback* workshop gives managers a common understanding, framework, and a set of tools for applying consultative coaching and feedback skills in developing their staff and others in targeted performance areas.

DESCRIPTION

In today's competitive and demanding business environment it is critical that managers coach their people to apply new skills, improve performance, and improve client relationships. To help managers with this critical activity, the one-day *Consultative Coaching and Feedback* workshop gives managers a common understanding, framework, and a set of tools for effective coaching and feedback. 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 they are maximizing skill acquisition among their employees, and that changes in employee 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* workshop is targeted for managers and senior staff members with responsibility for helping their teams develop and apply skills in their day-to-day environment.

OBJECTIVES

After completing *Consultative Coaching and Feedback* 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 employee performance.
- Increase capability and effectiveness in observing others and providing feedback.
- Effectively handle resistance to 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.

For more information, contact Advance Consulting Inc. at 831-372-9444, info@advanceconsulting.com, or advanceconsulting.com Copyright 2010, Advance Consulting Inc. All rights reserved.