



Corporate Coach U International  
CCUI

# The Coaching Clinic<sup>®</sup>

A Program from Corporate Coach U International

## The Coaching Clinic<sup>®</sup> is ...

The Coaching Clinic<sup>®</sup> is a two day seminar for executives, managers and leaders to experience and learn coaching skills and competencies. Participants can immediately apply their learnings within their workplace.

## The Coaching Clinic<sup>®</sup> trains ...

The Coaching Clinic<sup>®</sup> effectively trains individuals in the skills necessary for coaching within their organization. It is a fully developed model which managers, leaders and coaches can implement immediately in their organization to:

- Promote innovation and accelerate results
- Effectively develop and retain valuable organizational members
- Improve organizational communication and team effectiveness

The Coaching Clinic<sup>®</sup> challenges participants to raise their standards for their own skills and competencies. This Clinic is suitable for executives, managers, supervisors, human resource and development professionals, and others wanting to learn advanced communication and organizational leadership skills. Through

The Coaching Clinic<sup>®</sup>, organizations and individuals can:

- Discover coaching as a powerful and impactful tool of management, mentoring and leadership
- Experience and practice "state-of-the-art" coaching tools
- Learn the structure and process to help you perform like a seasoned coach almost immediately
- Position your organization for rapid growth
- Make major advances in your own professional and personal connections

### DAY 1

#### I BEING A COACH

- Develop a strong coaching definition
- How to coach within an organization
- The "Umbrella of Coaching"
- Benefits of being a coach

#### II THE FIVE-STEP PROCESS OF COACHING IN THE WORK PLACE

- The structure of a productive coaching conversation
- "Coachable Moments"

#### III THE TOOL CHEST OF COACHING SKILLS

- Contextual Listening

### DAY 2

#### I PERSONAL COACHING STYLES INVENTORY (PCSI)

- Define your personal coaching style
- Recognise other styles for effective management
- Coach across styles

#### II ADVANCED COACHING SKILLS

- Truth Saying
- Radical Questioning
- Celebrating What Is

#### III CASE SCENARIOS

- Practice sessions with individuals, groups,

### FOLLOW-UP

- Telephone coaching, in-house shadow coaching, and teleconference group coaching during the implementation process



Corporate Coach U International

# Optimising Leadership Potential

## Frequently Asked Questions About This Training

### Why Coaching?

The profession of coaching has exploded onto the national scene. Executives are calling themselves coaches rather than managers. The idea that coaches motivate people to perform at the "top of their game" has made more sense to corporations than any of the more recent initiatives. That's because coaching works! And, it is more than what you do ... it is a way of life. It is pragmatic and easily transferable for the rapid development of its people.

### What is the Coaching Clinic®?

The Coaching Clinic® is a much sought after, fully developed model ready for you to implement in your company or your client's organisation. Companies everywhere are asking managers to be coaches. Where will masterful training come from? How can something so complex be done by my managers? The Coaching Clinic® gives you a step-by-step approach that makes it easy.

### How will I benefit?

The Coaching Clinic® has been proven to enable major shifts in management! You will raise standards on your current skills and competencies. You will learn and practice the primary and advanced coaching skills, implement the process of the coaching conversation and determine coaching/communication styles. Using applicable case scenarios for your business, you will master skills and receive a rich context of information that will let you build proficiency and

### Who should attend?

If you are an executive leader or manager wanting to get the best out of your employees, the Coaching Clinic® will give you the tools and increase your skills as well. If you are an internal or external HRD consultant, trainer, or coach, the Coaching Clinic® broadens your expertise and provides you with a professional program to deliver to your own employees or clients.

*"I was quite moved by it, frankly. I've been to a lot of seminars and this one actually dealt with a person's problem rather than just talking in general terms."*



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