

Performance Coaching

- GROW your team -

Quæstus Consulting

TRAINING CLUB



Quæstus Training Club

This course is one of a suite of 1 and 2-day workshops offered by Quæstus Training Club.

Join Training Club and become part of a local community of leading organisations, where you know the trainers, get involved in the design of high quality two-day workshops and immerse your employees in a stimulating training environment.

For more details visit our website www.quæstus.co.uk or call Linda Wilkinson on 01752 300192 now.

Overall Objective(s)

To improve participants' ability to coach individuals and teams to higher levels of performance.

Who Should Attend?

First Line Managers, Team leaders and others wanting to raise the work performance of individuals and teams; also for people who are looking to develop and motivate their staff.

Learning Outcomes

At the end of the course participants will be able to:

- Understand the purpose and benefits of coaching
- Use the structured GROW technique
- Boost motivation through effective questioning and feedback

Course Dates

TBA – on demand

Timings

0900 – 1630 with mid morning and mid afternoon breaks and an hour for lunch.

How to Book

Either on-line at www.quæstus.co.uk or Telephone: Linda Wilkinson on 01752 300192

Course Content

Course content will include:

- Making more effective use of time
 - goals
 - understanding roles
 - work preference
 - understanding drivers
 - how much time do you have?
 - what steals time?
 - tools and techniques
 - delegation
 - dealing with clutter

Course Design and Methodology

The day will be a combination of:

- Lecturer input
- Peer assessed practical conversations
- VHS Video
- Question & Answer sessions
- Group discussion
- Tutor feedback
- Reflection of personal effectiveness

Pre-Work

In preparation for this workshop, participants will need to prepare a short general description of a performance issue. This preparation note will allow another participant to plan for and conduct a meaningful coaching conversation.

Members will use their membership entitlement accordingly.

For Non Members, the Pay As You Go cost for individual 1-day workshops is £230 (+ VAT).

(Cost includes refreshments, lunch and delegate materials).

The Trainer – Steven Burch

With a skilled and safe pair of facilitator's hands, Steven can take a group where they need to be, but might not necessarily want to go! Before Quaestus, where he is managing director, he was with the Industrial Society, and before that in a series of technical, production and commercial roles in Unigate, the Milk Marketing Board and Healds Foods. He sails and lives in South Devon with his wife and daughter.

An NLP Practitioner and a Member of the CIPD, you should choose Steven to front major leadership initiatives, learning support programmes, executive coaching contracts and executive development, as well as short 1 and 2 day programmes on a range of business issues.

Other courses offered by Quaestus Training Club:

2-day events

Effectiveness at Work
Influencing & Negotiating Skills
Interviewing Skills
Leadership Skills
Presentation Skills
Problem Solving & Decision Making
Project Management
Report Writing Skills

1-day events

Assertiveness Skills
Time Management Skills
Managing Positive Meetings
and look out for our other 'Specials'....

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