



**CERTITUDE**  
AUSTRALIA

# Coaching to Grow Leaders



## LEARNING OUTCOME

Upon completion of this course, participants will have:

- Greater confidence that your staff will deliver results in line with your organisation's expectations even in your absence;
- Improved morale of staff through greater clarity and certainty around expectations;
- Strengthen relationships with your staff; and
- Enhanced listening skills.

## AUDIENCE

All people managers and staff who seek to play a role in mentoring or coaching or consultants and business development professionals seeking to deepen consultative selling skills.

## COURSE CONTENT

The topics covered in this workshop include:

- ✓ Defining mentoring and coaching;
- ✓ Coaching frameworks and models;
- ✓ Coaching as a leadership style;
- ✓ How to establish a coaching relationship;
- ✓ How to build rapport effectively;
- ✓ Coaching skills and qualities;
- ✓ Listening and communication skills;
- ✓ Dealing with challenges; and
- ✓ Implementing a coaching program.

## COMPLETION

Issue of Certificate of Completion

 [info@certitudeaustralia.com.au](mailto:info@certitudeaustralia.com.au)

## COURSE STRUCTURE

2 Days

- Face-to-Face, or
- Virtual delivery