



EFFECTIVE COACHING TECHNIQUES FOR BUSY MANAGERS

with Dr. Tim Ursiny

\$425 (US) per person

VIRTUAL SESSION (3-HOUR)

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The old ways of leading people are over. A "command and control" approach to leadership results in lack of alignment, conflict, low commitment, low accountability, lack of harmony and low profitability. Top performing managers know that a coaching approach to management yields greater results and yet, creating the time to coach is a major obstacle for many leaders. This program focuses on how to coach in a time-efficient manner that creates incredible buy-in and performance. In this highly interactive program participants will: learn how to create ownership and urgency from those they lead; practice specific coaching skills and tools to bring out the best in others; learn keys and a format to managing their coaching time; explore a 12-minute coaching model that creates positive accountability and results; coach each other on real issues that impact their business; work with specific tools to help blocked or stuck employees; and learn how to coach different personalities on their team. Participants will leave this session with the skills and processes necessary to create accountability, positive morale and phenomenal results in a time-efficient format.

DR. TIM URSINY

Dr. Ursiny is a psychologist, coach, speaker and the founder of Advantage Coaching & Training. He has been coaching individuals and teams for decades specializing in mental, emotional, and behavioral change. Dr. Tim is the author or coauthor of 14 books focusing on the psychology of performance and the psychology of communication. He has two books written specifically on addressing conflict which are "The Coward's Guide to Conflict" and "The Top Performer's Guide to Conflict".

TOPICS COVERED

WHAT IS COACHING?

- THE DEFINITION OF CORPORATE COACHING
- CORE BELIEFS ABOUT CORPORATE COACHING
- A SPECIFIC 5-STEP MODEL FOR THE COACHING CONVERSATION
- DIFFERENCES BETWEEN COACHING, MANAGING, AND MENTORING
- HOW TO STRUCTURE FORMAL COACHING

KEY COACHING SKILLS

- GOAL-SETTING AND POWERFUL QUESTIONS
- CREATING A CULTURE OF POSITIVE ACCOUNTABILITY
- LISTENING BEYOND WORDS
- POWER OF INTUITION
- SELF-MANAGEMENT
- METACOMMUNICATION AND DEALING WITH TOUGH COACHING CONVERSATIONS

COACHING DIFFERENT STYLES OF PEOPLE

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
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