



# COACHING SKILLS

ARISTOTLE ACADEMY

*Do you want to unleash the talent in your team?  
Know exactly what enables high performance?  
Want to develop more options in developing your people?*

## Approach

This course focuses on the key leadership skill of coaching to improve performance. This programme encourages excellence in leadership and the idea that this flows from the development of others. The training is experiential, with theory, input and insights, sharing best practice supported by group discussions, role plays, reflection and practical action planning sessions.

## Topics

- The Performance Coaching Model
- Four Coaching Skills
- Applied Performance Coaching
- iGROW Model
- Personal Action Planning

## Training Objectives

At the end of the programme, you will be able to:

1. Coach individuals to improve aspects of their performance.
2. Use and improve your sensory acuity to differentiate behaviours and improve performance.
3. Identify specific actions and behaviours that make personal change possible.
4. Understand & apply the iGROW Model.
5. Apply coaching and mentoring for personal and professional development

## Duration

Two Days

If you would like to discuss any one of our programmes  
please call on +44(0)7803 299337 or email: [info@craighilesconsulting.com](mailto:info@craighilesconsulting.com)



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## Programme Schedule

### Day One

#### Introduction & Welcome

- Programme Objectives
- Personal Objectives
- The Performance Coaching Model

#### Four Coaching Skills

- Sensory Acuity
- Building Rapport
- Goal Setting
- Behavioural Flexibility

### Day Two

#### Applied Performance Coaching

##### iGROW Model

- Identify
- Goal Setting
- Reality Check
- Options & Choices
- Will & Motivation

#### Personal Action Planning

Reflection, Discussion & Action Planning

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