



PERFORMANCE COACHING

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 programme is designed for all people who want to learn and apply the key skills of coaching, to improve performance, in their everyday lives. 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.

Key Topics

- Defining Performance Coaching
- Sensory Acuity
- Building Rapport
- Goal Setting
- Behavioural Flexibility
- The Performance Coaching Model

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. Explore your role in sponsoring top performance and performers.
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



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Programme Schedule

Day One

Introduction & Welcome

- Programme Objectives
- Personal Objectives

The Performance Coaching Model

Performance Coaching – Ecology

- What Is Performance Coaching?
- Principles of Performance Coaching
- Coaching Behaviours

Coaching Skills - Sensory Acuity

- Representational Systems

Coaching Skills – Building Rapport

- Clean Language

Coaching Skills - Outcomes

- The Seven Steps

Coaching Skills – Behavioural Flexibility

- Self-Awareness

Personal Action Planning

Reflection, Discussion, Action

Day Two

Performance - Goals & Values

- Goal Setting
- Establishing “What’s Important”
- Monitoring & Evaluating

Performance - Reality Check

- Current State .V. Desired State
- Visualisation
- Clear The Path

Performance - Options & Choice

- Foundational Beliefs
- Options Generator Model
- Reframing

Performance – Will & Motivation

- Meta Programmes
- Association & Disassociation
- Anchors

Personal Action Planning

Reflection, Discussion, Action

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