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Coaching Your Team

In this workshop participants will learn these seven advanced communication skills of an effective manager:

1. *Listens* – hears what is being said and what's behind what is being said
2. *Leads* – establishes direction
3. *Gives their job away* – becomes the trainer/coach versus overworked doer
4. *Manages interdevelopmentally* – challenges employees to be their best
5. *"Communications" it all* – doesn't overlook or fail to address anything
6. *Gives perspective* – keep staff focused on mission, objective
7. *Makes money for the company* – is profit or profit-margin driven

Start modelling excellence today!

"Asked for a conservative estimate of the monetary payoff from the coaching they got, these managers described an average return of more than \$100,000, or about six times what the coaching had cost their companies." Fortune, 2/19/01, "Executive Coaching -- With Returns a CFO Could Love"