

Much that is delivered under the banner of coaching falls far from the mark. Experience what real nondirective coaching is like, and develop your own skills to lead others on their personal journeys.

Focus: Nondirective coaching skills to be applied in Procurement

Duration: 2 days

Participants: Supervisors, managers and project leaders of procurement change

Training method: Interactive course using real life conversations to practice coaching skills

Course Content

The main topics covered in the programme are:

- What makes a great coach.
- Skills and techniques of coaching.
- Understand the nature of nondirective coaching.
- Using questioning for powerful coaching.
- Create your own coaching toolkit.
- Providing clear feedback.
- Removing the barriers to positive coaching.
- Making the behavioural change sustainable.
- Application of coaching techniques in a Procurement environment.

Course Benefits

At the end of the course delegates will be able to:

- Understand the essence of coaching.
- Learn why good coaching is valued by users.
- Learn the skills associated with great coaching.
- Develop a powerful questioning capability that will bring deep insight.
- Provide effective feedback to the coached.
- Learn to identify and deal with barriers.
- Have the opportunity to practice coaching in a safe environment.
- Gain confidence to use coaching.
- Experience being the recipient of quality coaching.