



## Coaching for Performance

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Highly effective coaching has been demonstrated to show an increase in employee engagement, which is accepted as a key driver of business profitability.

As a result, coaching is a key business skill which is increasing in importance for managers and beyond. Developing this skill is critical for engaging and empowering team members to deliver peak performance.

This course will introduce the delegate to simple practical techniques that can be applied in a wide range of coaching scenarios. It is important to coach individuals beyond a focus on just a one off deliverable. By developing the ability to coach across the 5 Olympic Performance Traits, they will create a more sustainable platform for repeatable improved performance.

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### **As a result of this course individuals will:**

- Have a thorough grounding in what coaching is and when to use it
  - Appreciate the importance of coaching as a management tool
  - Understand the importance of the 5 Olympic Performance Traits when coaching
  - Be able to use a flexible approach to coaching
  - Understand the causes of poor performance
  - Have practised how to coach for improved performance
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### **This interactive and practical workshop includes:**

- A definition of coaching for performance
  - The mindset and behaviours of an effective coach
  - The 5 Olympic Performance Traits related to coaching
  - GROW and Preview/Review coaching models
  - Best practice models around performance and feedback
  - A team development plan with the models and tools for implementation
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**Duration:**

2 days

**Group Size:**

10 - 16 people

***What makes BackleyBlack workshops different is our ability to embed the principles of Olympic excellence within highly engaging, business focused development.***

***This unique design coupled with an interactive and pragmatic approach means that you can expect a far higher level of motivation and skill transfer, and in turn gain a greater level of performance in the workplace.***



**BackleyBlack**

Olympic performance in the workplace

## Coaching for Performance

Discover how we can bring  
'Olympic Performance'  
into your workplace.

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