

Performance Management and Coaching

A one day course, 9:30am to 4:30pm



Related Courses

- Introduction to Management
- Essential Sales Toolkit
- Essential Sales Management Toolkit
- Managing Media Relationships
- Business Writing Skills

If you are interested in a bespoke version of this course, or a combination of any of our other courses, please contact us to discuss your requirements.

For other courses and dates, please visit us at www.tmcstraining.co.uk



Advanced Infrastructure Solutions
Networking Infrastructure Solutions
Information Worker Solutions
Learning Solutions

Introduction

Using your time better means changing your habits and may involve changing the habits of others. In this course you will look at what could well be your 'number 1 task' – spending time helping and supporting those you manage.

The key to Performance Management is both support and challenge. How well do you understand your people? How adaptable are you? When to coach, when not to coach?

Who Should Attend?

Those who have the responsibility of raising performance of others through effective coaching.

Benefits

This workshop will help participants:

- Improve their skill in diagnosing performance issues;
- Review different coaching models for use in different situations;
- Diagnose performance issues for your current reports;
- Identify coaching strategies to improve their current report's performance;
- Practice coaching in real life situations.

Course Content

Participants will examine the following:

- Evaluate their current 'time spend' on coaching;
- Understand the positive impact of improving their coaching techniques;
- Identify areas of coaching and making sure your coaching time is focused and relevant;
- Practice coaching.