

# Coaching and Mentoring Skills



A 6-day programme in three 2-day workshops

## Who for:

Managers, leaders, trainers and coaches whose work involves considerable responsibility for coaching or mentoring others; each 2 day module is separated by 'live' assignments and course work.

## In this programme, you will learn and practise:

- How to differentiate between coaching and mentoring skill sets; how, when, and with whom to use different approaches
- 2 major coaching structures, 'P.O.W.E.R.' and 'G.R.O.W.'
- Advanced questioning and listening skills to guide and draw out the coachee's own goals, thinking and development
- Advanced rapport skills, using linguistic, paralinguistic, non-verbal and thinking patterns
- In addition, you will complete a report, critique, and receive structured feedback on at least two personal coaching assignments
- Participate in a final 'live' assessment, 'coaching the coach'

