**Savage *Communications***

**COACHING SKILLS**

**FOR LEADERS**

**Tuesday 12 January 2021**

**11.00-13.00**

[Meeting link](https://us02web.zoom.us/j/86725729339?pwd=aTZuWG1zTXMxbVlpN3pvZVF1RUFsZz09)

**Meeting ID: 867 2572 9339
Passcode: 909494**

[**THERE IS PRE-WORK**](https://www.savagecommunications.co.uk/ji-gh-cfl-mt-12-jan-2021)

**Contact the organiser**

**ABOUT THE TRAINING**

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Welcome to the first in our suite of workshops, entitled ‘Coaching Skills for Leaders’, with the aim of building a thriving coaching culture within Greenhouse.

A coaching culture is one that fosters a growth mindset, one that empowers individuals to tap into their internal resources. Your teams will develop the confidence to think for themselves; they will learn to be proactive, stepping up and using their initiative, at every opportunity.

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**Session 1: The GROW Model**

The first session will introduce a fundamental coaching tool: the GROW model. This model is the primary technique that all professional coaches are taught, and I am delighted to be sharing it with you.

It neatly encapsulates most of the core coaching competencies, in one simple framework:

* SMART goal setting
* Open questions
* Active listening
* The art of silence
* Summarising and paraphrasing
* Suspending judgement and problem solving

Although the focus is on team members, this methodology can be used to excellent effect with clients too.

**PREPARATION**

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In order to maximise our time together, please can you complete some mandatory pre-work.

1. Watch the [2 coaching culture videos](https://www.savagecommunications.co.uk/leadership-series) (16 mins total).
2. Come to the session with a live challenge that you would like to be coached on e.g. 'how to win back your weekends' or 'deal with a difficult client situation'.