**Savage *Communications***

**COACHING SKILLS**

**FOR LEADERS**

**Tuesday 24 November 2020**

**10.30-12.30**

[**Meeting link**](https://us02web.zoom.us/j/83915575099?pwd=TUF6RmJiWlhXL0FtK3d0TXUrQThtQT09)

**Meeting ID: 839 1557 5099  
Passcode: 118463**

[**THERE IS MANDATORY PRE-WORK**](https://editor.wix.com/html/editor/web/renderer/render/document/a5f8a0c9-a92e-4d95-afb4-6960173318e7/ji-gh-cfl-smt-24-nov-20?dsOrigin=Editor1.4&editorSessionId=6c6fb43a-fc2b-49ea-9d7e-e99b0ef7057c&esi=6c6fb43a-fc2b-49ea-9d7e-e99b0ef7057c&isEdited=true&isSantaEditor=true&lang=en&metaSiteId=55e3a418-2217-41c5-89ac-62665c184810)

[**Contact the organiser**](mailto:sarah@savagecommunications.co.uk)

**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.

**JOINING INSTRUCTIONS**

The training will take a blended learning approach, combining synchronous and asynchronous content. That is to say, in order to maximise our time together, you must complete some mandatory pre-work.

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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'.**

**PREPARATION**

**WHAT PEOPLE SAY**

**CLARION COMMUNICATIONS**

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**CEO**

***We have worked with Kerry over the past few years to deliver training when we have a specific need.  She really seems to get under the skin of the people she is training and helps them to identify any problem areas and change their behaviour.  Participants feel that the training has been tailored for them and is therefore extremely beneficial and memorable.***

**ABOUT KERRY SAVAGE**

Kerry Savage is an inspirational and dynamic executive coach, who is passionate about helping others succeed.

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Over the years, she has coached within many high profile organisations, including Formula 1, Sony, Christian Louboutin and the British Fashion Council.

She has helped CEOs and senior executives overcome significant communication challenges, such as building their leadership brand, dealing with change and presenting under pressure.

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She is an accredited in Liberating Leadership, a licensed Insights Discovery® practitioner, a member of the Association for Coaching and NLP trained. She holds a post graduate certificate in executive coaching from Henley Business School.

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She is a mentor for Breaking Barriers, a charity that helps refugees to rebuild their lives & find meaningful employment. She is a volunteer coach for the NHS, supporting clinicians during Covid.