

# COACHME

## DRIVE HIGH PERFORMANCE THROUGH COACHING CONVERSATIONS



### OVERVIEW

If you want to enable people to bring the best of themselves to work, then they will want to be coached more and managed less. If leaders are enabled to have better conversations with their people, then we will all benefit from engaged communities that are happier, healthier and thrive. They will have more autonomy to connect to a higher purpose and will become masters of their own destiny. To do this we need to help organisations adopt a coach approach.

Now, that doesn't mean that everyone who is responsible for others has to go through an arduous coaching qualification. It means that people have to develop the skills to have better quality conversations using the core skills and basic principles of coaching.

**Coaching is helping someone to learn and develop in order for them to proactively improve their own performance.** Coaches hold the belief that the individual always has the answer to their own challenges and problems. They also understand that they may need some guidance and help to find the answers they are looking for.

Coaching isn't about giving people advice. It is about helping them find their own answers. And to this, we need to ask more, talk less.

**CoachMe** is a blended, interactive and practical experience that enables people to do just that. By guiding people through the four stages of learning participants get the chance to apply all of the core skills, principles and easy to use models that will take their communication to the next level.

### WHO IS THIS FOR?

Anyone who has responsibility for others and how they perform.

### HOURS

6 hours of facilitation  
8 hours of app learning

### RECOMMENDED DELIVERY

Over 3-4 weeks

### GET IN TOUCH



info@newwavelearning.com



+44 (0) 843 778 6317

Or reach us on our socials



NEW WAVE

## LEARNING JOURNEY

### STAGE 1

#### WELCOME TO COACHME

A high impact welcome session, introducing the cohort that will become part of a support network and the facilitator that will provide the group and individual feedback throughout the journey. Participants agree and commit to what lies ahead. They begin to understand competency levels and how valuable practically applying coaching skills will be for them and start to embed the main message – to ask more and talk less.

### STAGE 2

#### WHAT IS COACHING?

Participants work through micro content to help gain a deeper insight into what coaching is, and what it is not. We share and test understanding of the two principles and the core skills, with participants having a chance to practice and reflect on their current competency.

### STAGE 3

#### COACHING CORE SKILLS

The second of our live facilitated sessions, which lasts an hour, sees the cohort practicing the core skills and two principles in a live review. We share two different instances of coaching; planned sessions and coaching moments. Participants work through content that explores easy to use models for both instances, GROW and RGOW. Again, they have to practically apply all methods and content offline and in a deep dive four hour skills practice session.



### STAGE 4

#### IMBEDDING & COMMITTING

Practice, practice and more practice. In order to embed this important skill, participants are tasked with submitting content that shows them practically applying and reflecting on planned sessions and coaching moments. The programme comes to an end and the group comes back together to demonstrate their new found skills in a final sign off review.

## IMPACT



**Drive better quality conversations to influence better performance**



**Develop coaching skills rather than out of date management skills**



**Understand the power that asking more and talking less can have**



**Allow people to grow giving them autonomy, developing mastery and engaging in a sense of purpose**

## FEES

**£5750\* + VAT** \*per cohort of up to 12

**Trial Price:** Trial your first cohort of 12 for **£2995 + VAT**

For larger cohorts please contact us to discuss volume based pricing.

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