

# Coaching Performance

New Manager's Series

Coaching in a corporate environment is much like coaching in the sporting arena, in fact that is where it all began.

For new managers, coaching is as much about coaching their team as it is about finding your feet in the new role and learning from others.

Coaching is not dictatorial and does not assume that you know everything about what you are coaching on.

Coaching assumes that you can listen well and make room for the individual to succeed.

This module deals with the basics of coaching and why it is a skill that all managers should have. Coaching is a daily activity that asks you to seek opportunities to build your staff and their skills. Coaching is your window to an inclusive and positive management style.

## Topics included in this module:

**Understand what coaching is, and what it is not**

**Coaching expectations of managers**

**4 primary coaching skills**

**Coaching plans and templates**

**Coaching vs managing performance**

**Building coaching skills**

## Information:

**3 hours**  
**Certificate of Attendance**  
**Comprehensive Reference Guide**  
**Personal Implementation Workbook**  
**Free subscription to CTD News, Tools and Tips**

This module is part of the 'New Manager's Series' and can be combined with other modules for an in-house training intervention from 2 – 4 days.

**Stepping Up To The Plate | Building Confidence, Building Relationships | Planning and Implementing | Manage Myself and I manage My Team | Setting Boundaries, Consequences and Goals | Creating a Team | Managing Performance – An Introduction | Coaching Performance – An Introduction | Holding a Difficult Conversation**

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