NEWS™ Manager as a Coach

Leading Coaching Conversations

NEWS® COACHING & TRAINING

Unleashing Potential

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N.E.W.S.™ Manager as a Coach

In this turbulent and ever changing environment, managers are required to lead, empower, motivate and collaborate. Managers must also coach their teams to develop their abilities, talents and potential so as to achieve the goals of the organization.

In this training, managers will acquire additional tools how to lead short coaching conversation. These conversations are structured, based on the N.E.W.S.™ Model. With the appropriate coaching mindset, tool-set and skills, managers will now view the different challenging organizational situations that they encounter at the workplace as opportunities to bring out the potential in each individual. Ultimately, the team will become more productive and demonstrate improvement in performance.

Coaching Conversations can be held along the corridor or as pre-set organized process in the meeting room. It allows the manager to empower and support their team members, on a daily basis. Team members will be able to improve performance, achieve results, overcome "stuck situations", unleash their talent and express their greatness.

This 2-3-day workshop is designed to equip managers with practical coaching skills to get the best out of each team member as well as the team collectivity. These skills can be applied at every meeting with the team member(s). The follow-up sessions are designed to better assimilate the learning.

Target Audiences

- Managers with at least 2 years of experience of managing a team
- Managers selected to be groomed as future leaders
- Managers of teams that want to improve team performance

Course Outcome

Participants will

- Understand the role of the manager as a coach vs a mentor or consultant
- Acquire the coaching skill-sets and tool-sets to improve their team's performance, achieve results, overcome 'stuck situations', unleash their talent and express their greatness
- Be able to apply the **N.E.W.S.™ Model** for a daily workplace coaching situations
- Create a "Coaching Plan" for their team members

Day 1: Coaching Skills
- Introducing coaching skills and tools, and the N.E.W.S.™ Model

Day 2: Coaching Workshop
- Introducing & practicing tools to help the manager define the North and the West situations of their team members

Day 3: Coaching Workshop
- Introducing & practicing tools to help the manager define the East and the South situations of their team members

Follow-up Sessions
- 2-3 hour sessions 1-month after workshop
- Tracking the Coaching Plan