Coaching for Success

Learning Objectives

- Recognize opportunities to provide proactive coaching.
- Use a planner to prepare a step-by-step approach to coaching for success discussions.
- Use the interaction process to conduct effective coaching for success discussions.
- Identify the elements of ongoing coaching.

Course Description

This course develops leaders who help people achieve goals and avoid problems, a positive experience for leaders and those being coached. Leaders learn a proven coaching process to ensure they identify coaching opportunities, provide needed coaching and support, observe performance, and measure results until desired outcomes are achieved. They learn how coaching for success benefits individuals, strengthens work groups, and supports company objectives and priorities.

Three Types of Coaching

Resources (for learner)

- Development Activities
- Discussion Planner
- Job Aid
- Identifying Opportunities to Coach for Success
- Agenda for Meeting with Manager
- STAR Form

Resources (for managers of learners)

- Management Support Tool
- Tips for Giving Feedback