

NAVIGATIONAL COACHING™

Strategic coaching skills for leaders



WHY NAVIGATIONAL COACHING?

Coaching is about supporting others to be more effective in getting from place to place. The word place, of course, represents many things beyond physical location; place can refer to level of productivity, earnings, quality of relationships, leadership effectiveness, job status, sense of fulfillment and more. Coaching is a method to help others navigate – not by steering or charting a course for them, but by supporting them to navigate for themselves.

This programme explores how a coach addresses the five major navigational challenges faced by individuals in life and work:

- Clarifying where they want to go.
- Understanding where they are now.
- Plotting a course forward and committing to action.
- Receiving positive reinforcement.
- Knowing when to course-correct.

Learning to be a great navigational coach involves thinking differently, learning new skills, listening to intuition, exercising restraint, developing wisdom and being willing to practice. This programme will help you navigate through those places.

- Day One focuses on foundational principles and skills.
- Day Two explores more advanced skills and more challenging coaching situations.

WHY WOULD I CHOOSE THIS PROGRAMME?

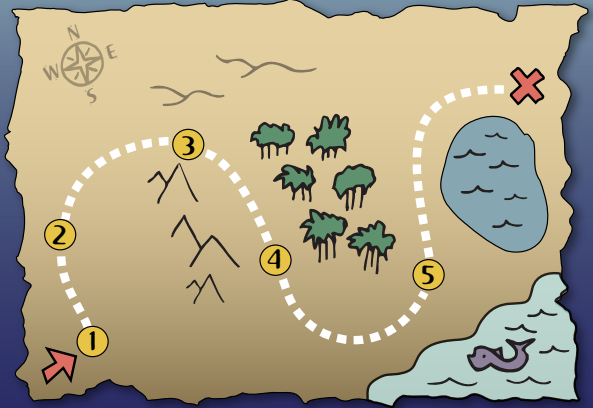
The marketplace is full of coaching programmes. You're looking for one that will give the leaders in your organisation the tools they need to apply coaching skills immediately. You want something simple, practical and effective. You have found it.

Navigational Coaching combines the key principles and skills of coaching with hands-on practice in a lively interactive format. The use of the navigational analogy helps illuminate coaching principles in a way that is clear, playful, and memorable.

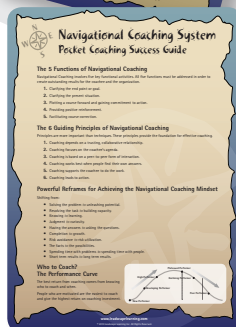
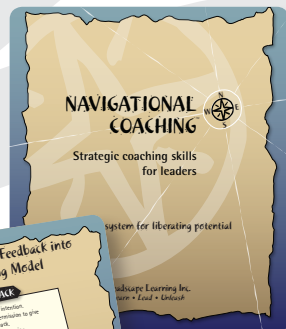
WHO SHOULD ATTEND?

This programme is designed specifically for organisational leaders interested in enhancing their capacity to develop others through effective coaching conversations. The material is as suitable for senior leaders as it is for individuals assuming a leadership role for the first time.

Navigation: The science of getting... from place to place. (Merriam-Webster)



Designed by seasoned coaches with senior management experience, Navigational Coaching is powerful, practical and timely.



WHAT TO EXPECT?

As a result of attending, participants will:

- Learn the key principles that define successful coaching interactions.
- Benchmark their current level of coaching effectiveness and assess progress.
- Explore the difference between the problem-solving mindset and the navigational coaching mindset.
- Understand where and when to apply a coaching approach.
- Learn a tested and proven coaching model.
- Explore fundamental coaching skills, including:
 - The Art of Conscious Listening.
 - The Art of the Question.
 - The Art of Telling.
- Practice key principles and skills and receive feedback on coaching.
- Learn how to give both positive and corrective feedback.
- Learn how to deal with more challenging situations (Day 2).
- Learn more advanced coaching skills (Day 2).
- Enhance and consolidate learning through both pre-work and post-course assignments.

Contact: