

Coaching Skills

Coaching is a partnership between the coach, the individual and the organisation.

We understand that the best results are achieved by integrating the needs of the individual with the business needs and goals of the organisation. Our coaches encourage participants to ask fundamental questions such as:

'What impact do I have on other people?', 'Why would anyone want to be led by me?' and 'What can I do to build my leadership effectiveness?'

Most importantly, organisations choose coaching as a way to maximise the potential of their people and to develop a coaching culture that can increase the achievement of successful business outcomes.

Program details

Delivery mode:

Face to face with supporting learning materials and participant workbook.

Duration:

The Coaching Skills comprehensive program enables organisations to approach coaching holistically:

- 3 x coaching skills workshops
- 4 x 1:1 coaching sessions.

Themes addressed:

- Leading cultural and organisational change
- Leading dynamic teams and professional staff, and
- Building self awareness, emotional intelligence, and personal effectiveness.

Program features

DeakinPrime provides a customised program including the following:

- Tailored, experiential workshops
- 360 diagnostic surveys
- One-on-one coaching sessions
- Development of action plans

Why DeakinPrime?

DeakinPrime has vast experience integrating and coordinating coaching programs with a range of organisations and industries.

Developing an organisational culture of coaching through DeakinPrime will have a positive impact on:

- Job satisfaction and employee motivation levels
- Working relationship between managers and direct reports
- Team work productivity
- Use of organisational resources

DeakinPrime has a tailored experiential development program format including coaching for individuals and groups to build leadership effectiveness. We use 360 degree and profiling assessment tools to identify current position and organisational culture and leadership effectiveness surveying to ensure that the focus is on 'closing the gap' between where they are now and where they want to be.

Next steps

Please contact DeakinPrime for information regarding the coaching needs within your organisation: 03 9918 9000 or info@deakinprime.com or www.deakinprime.com



The program builds coaching competence in the areas of skills development, knowledge enhancement and cultivating 'constructive' behaviours in self and others. In coaching sessions, coaches can provide assistance across a number of general areas, such as:

- Identifying goals and how to achieve them
- Enhancing self-leadership and leadership of others
- Improving career growth
- Changing habits
- Increasing sense of self-worth and confidence, in order to achieve objectives
- Establishing, growing and maintaining successful relationships
- Learning new skills from goal-achievement through to communication
- Overcoming barriers, including self-limited thinking and habits
- Raising self awareness in order to make more confident and positive choices
- Enhancing emotional intelligence
- Building awareness and further development of wisdom

The Coaching Skills Workshops address the following core coaching skills:

- Critical Communication and Interpersonal Skills for Coaches
- Active Listening
- Questioning
- Emotional Intelligence

DeakinPrime's practical approach encompasses coaching with the GROW model (Whitmore 1996:146):

- Goal
- Reality
- Options
- Way Forward

Individuals who undertake coaching will:

- Maximise their individual strengths
- Overcome personal obstacles
- Reach their full potential through continuous learning
- Achieve new skills and competencies
- Prepare themselves for new responsibilities
- Learn to self-manage, and
- Clarify and work towards performance goals



DeakinPrime works to genuinely enhance the capabilities and performance of people, organisations and industries.

