

ENLIGHTEN. EMPOWER. ENGAGE.

# THE COACH LEADER

ENLIGHTENED LEADERS, EMPOWERED TEAMS

A profitability enhancement initiative  
by

**INFLUENCE SOLUTIONS**

YOUR **F.I.R.S.T.** LEARNING &  
DEVELOPMENT PARTNER

# 12 COMPELLING REASONS TO EXPERIENCE THIS PROGRAM

1. **Clarify** the value of being a coach-leader, and foster a developmental culture in the organisation
2. **Master** the art of using coaching to enhance ownership & performance
3. **Apply** simple coaching techniques to enhance employee engagement and development of team members
4. **Understand** various coaching models, tools and techniques and how to apply them for maximum impact
5. **Know** the distinction between coaching, mentoring, counselling & when to leverage each effectively
6. **Shift** from driving performance to developing positive, coaching based relationships with your team
7. **Learn** accelerated coaching techniques adapted from GROW & Solutions-Focus models of coaching
8. **Manage** difficult conversations and situations with ease
9. **Free** yourself from daily fire-fighting by empowering your team to think and evolve their own solutions
10. **Convert** any conversation into a coaching conversation, such that it ends with clarity and an action plan
11. **Enhance** business results with minimum time and investment using Solutions-Focused Coaching
12. **Unleash** potential by building capability and a robust pipeline of solutions-focused leaders

---

## WHO WILL BENEFIT THE MOST

- Leaders, senior executives, professionals or business owners who want to hone coaching skills to **effectively lead individual and team performance.**
- Executives who want to develop and enhance their communication skills to **boost collaboration, reduce conflict and drive performance.**
- Organisations keen to nurture a coaching-centered culture that **empowers high performing teams and effective leadership renewal.**

UNLEASH POTENTIAL.      INSPIRE PERFORMANCE.

# AGENDA

---

## SETTING THE STAGE

- Introductions and rapport
- Approach and methodology
- Exploring the idea of coaching
- Establishing expectations

## THE FUNDAMENTALS OF COACHING

- Coaching, counseling and mentoring
- Values and beliefs
- Thinking styles and preferences
- Some tools and techniques

## THE G.R.O.W. MODEL OF COACHING

- Understanding **G.R.O.W. Model**
- Boundaries and competencies
- Supervised coaching session
- Session analysis and peer sharing

## THE SOLUTIONS-FOCUSED APPROACH

- Thinking with clarity
- Listening for opportunity
- Speaking with intent
- Six intervention styles

## COACHING CONVERSATIONS

- Why and when should I coach
- Case studies - Coaching at work
- Practice coaching session
- Coaching supervision and peer sharing

## COMMONALITY OF PURPOSE – COACHES & LEADERS

- Case studies - Coaching at work
- Coaching for performance
- Live coaching session
- Peer sharing and feedback

## MAKING IT REAL

- My identity as a Coach Leader
- Helping people **G.R.O.W.**
- Empowering and engaging
- Ideas to actions

## REVIEW AND REFLECTION

- My biggest realisations
- Peer feedback and sharing
- The road ahead - my action plan
- Programme review

INSPIRING LEADERS.      INSPIRED TEAMS.

Future-ready. **I**nnovative. **R**elevant. **S**trategic. **T**rusted.



---

# INFLUENCE SOLUTIONS

---

YOUR **F.I.R.S.T.** LEARNING &  
DEVELOPMENT PARTNER

10 ANSON ROAD, #27-15  
INTERNATIONAL PLAZA  
SINGAPORE 079903

FOR MORE INFORMATION, GO TO  
**INFLUENCE-SOLUTIONS.COM**