Lead your team to discover their potential and successful behaviors

Targets: How to lead people to be successful

Beneficiaries: All managerial levels - Human Resources Development Managers

Programma:

- Differences between Training and Coaching
- Purposes of Coaching
- The expression of the Potential
- The 4 Columns of Coaching :
    1) Motivation
    2) Awareness of one's potential and of effective and unsuccessful behaviors
    3) Self-confidence
    4) The Sense of Responsibility
- The Pygmalion Effect
- The Johari Window
- The 5 levels of the Feed-back
- The real tools of the Coach: the questions
- Strategic questions
- Conducting the Briefing and Debriefing phases effectively.

During the seminar, participants will take part In individual and group exercises and simulations