



*Bringing Coaching  
into your Business*

# The Coaching Clinic®

## Overview

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The Coaching Clinic for managers-leaders who wish to have a fully developed and tested coach-training product for large and small organizations.

The Coaching Clinic program generates rapid development of individuals and teams, and increases leadership potential. It has been brought into corporations worldwide by CCU trained and licensed facilitators, and has earned the reputation as a comprehensive training for managers in core coaching skills.

## Benefits of The Coaching Clinic

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Through the Coaching Clinic, organizations and individuals can

- discover coaching as a powerful model of management and leadership
- experience and practice “state-of-the-art” coaching tools
- learn the structure and process to integrate a coach-approach to management
- position the organization for rapid growth
- apply learning within the workplace immediately.

## What does the Coaching Clinic do?

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The Coaching Clinic effectively trains individuals in the skills necessary for coaching within an organization. It is a fully developed model, which managers, leaders and coaches can implement immediately in their organization to

- promote innovation and accelerate results
- effectively develop and retain valuable organizational members
- improve organizational communication and team effectiveness, and
- deepen commitment to personal, professional and organizational goals.

The Coaching Clinic challenges participants to raise their standards for their own skills and competencies.



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## Agenda

### DAY

#### One **The Coaching Clinic: Being a Coach**

- A Model of Trust and Creating "Coachable Moments"
- Personal Paradigm Shifts
- Coaching with the organizational context

#### **The Five-Step Process of Coaching in the Workplace**

- The Coaching Conversation Model<sup>©</sup>

#### **Coaching Skills**

- Contextual Listening<sup>©</sup>
- Discovery Questioning<sup>©</sup>

#### Two **The Coaching Clinic: Coaching Skills (continued)**

- Messaging
- Acknowledging

#### **Personal Coaching Styles Inventory<sup>©</sup> (PCSI)**

- Defining Your Personal Style & Recognizing The Styles of others

#### **Coaching In Organizations**