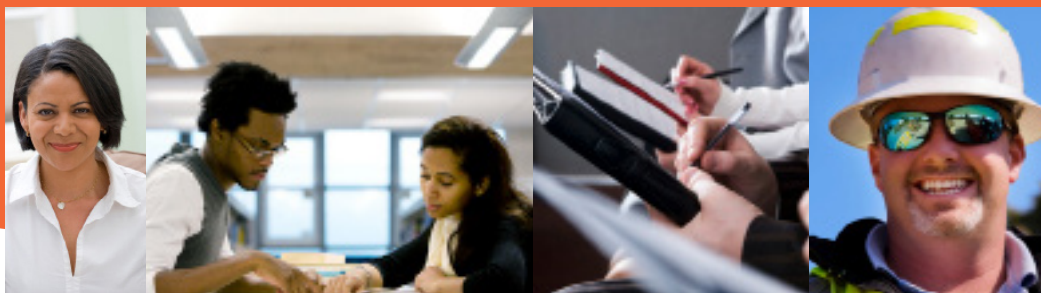


# COACH 2 EXCEL

Helping Others Do Great Work



## C2XL

The role of coach is perhaps the most important role a manager or supervisor can fill in today's workplace. Effective coaching creates focus, improves skills, ensures accountability, and increases results. To coach effectively requires a genuine desire, a consistent process, and a practical set of tools.

The Coach 2 Excel workshop provides workplace leaders with a roadmap and set of tools to effectively coach others to higher levels of excellence. Through a variety of hands-on exercises participants will practice a five-step coaching process that they can apply immediately on the job. The outcome will be higher commitment, tighter alignment, clearer focus, increased results, and consistent behavior.

# COACH 2 EXCEL

Helping Others Do Great Work

## Target Audience:

Managers, supervisors, team leaders.  
Anyone who has direct reports.

## You Will Learn How To:

1. Set the context for coaching.
2. Create the long range plan.
3. Coach to the plan using 1 on 1 Discussions.
4. Coach to the greater need.
5. Review and discuss success.

## Measured Results:

With the right tools in place, coaches are able to build capacity in others. In turn, that capacity translates to measurable results.

The return is very measurable. What would it mean to you to experience:

- 20% increase in SAFETY?
- 15% increase in QUALITY?
- 20% increase in PRODUCTIVITY?
- 15% increase in COST SAVINGS?
- 30% increase in MORALE?

## Two-Day Agenda

### DAY ONE

- Welcome and Overview
- Coaching Exercise
- Coaching Defined
- Coaching Roadmap
- 1: Set the Context for Coaching
- Practice and Application
- 2: Create the Plan
- Practice and Application
- Day One Wrap-up

### DAY ONE

- 3: Coach to the Plan
- Practice and Application
- 4: Coach to the Need
- Practice and Application
- 5: Review Success
- Practice and Application
- Coaching Toolbox
- Wrap-up and Next Steps



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## Tools

- Coaching Context Worksheet
- Long Range Plan
- Starpoint Discussion Template
- 1 on 1 Discussion Worksheet
- Challenge Assignment Worksheet
- Verification Toolbox
- Coaching Roadmap
- Coaching Discussion Worksheet

*"Our managers overwhelmingly express a high-degree of satisfaction with all of the Learning Point development opportunities they have experienced."*

*-Scott Burgess, President/CEO  
Rivermark Community  
Credit Union*

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