

COACHING SKILLS FOR FINANCE PROFESSIONALS

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Summary:

Over recent years coaching within organisations has grown in profile and popularity. Whether to enhance leadership capability or to raise individual performance levels it has become a powerful tool to accelerate personal development. It would be easy to dismiss this as a skill set which lies within the domain of learning and development or HR. On the contrary coaching is a valuable, and often overlooked, addition to any manager's toolkit, whatever his or her discipline, in the ever-changing workplace we recognise today. Whether working as a Finance Business Partner, internal consultant or manager within the Finance function, the skillful use of coaching will produce numerous benefits. It will complement and strengthen your consultancy approach and build capacity to forge strong business relationships with key customers. Similarly adopting a coaching style with team members will enable you to realise higher team performance through fostering higher levels of motivation, personal responsibility and engagement.

The workshop is aimed at Finance professionals who want to take their coaching skills to a deeper level and strengthen relationships with key customers, and those who want to support the performance and development of individuals within their business areas or own Finance teams.

This Workshop Will Enable You To:

- Develop powerful working relationships with key customers
- Confidently use coaching to help others identify solutions to problems or blockages, and then to move into action and performance
- Understand the different situations which lend themselves to taking a coaching approach
- Further develop key skills and behaviours associated with high performing leadership capability
- Gain greater credibility through being seen as a valued contributor to the development of the business and a trusted business advisor / partner

Contents Will Include:

- What coaching is and is not, i.e., how it differs from training, mentoring and counselling
- The various uses of coaching and how it sits alongside the consultancy process
- A practical and easy-to-use model and process for coaching
- An introduction to the knowledge, skills and mindset essential for coaching
- Practising the fundamental skills for effective coaching
- Practice coaching sessions focused on real-life work-related situations
- Feedback from course tutor
- Action planning to implement your new learning

Workshop Details:

The price is £480 + VAT (570 Euros) per person. Discounts are available for multiple bookings.

To book your place, please email Karen.Morrison@develop-global.com, and for more information, please call Shirley on +44(0)7740 737739.