



Inspiring Potential is pleased to offer an intensive two day training programme which is designed to deliver valuable coaching skills to people managers. This course recognises the pressures faced by managers who may feel ill-equipped to cope with the different working styles of their employees. Traditional 'directive' management styles are proving to be of limited value to both managers and employees and can often be a source of stress or conflict. At Inspiring Potential, we feel that many of these issues can be prevented when managers adopt a more coaching-oriented management style.



Coaching Skills for Managers

Coaching is one of the best ways to improve performance, motivate and inspire people to achieve their highest potential. By integrating the principles of coaching into your own personal management style, you will become a more effective communicator and leader. Your employees will also feel more valued and empowered.

An option is also provided for delegates to receive 1:1 coaching in their workplace following the course. This maximises the potential for delegates to follow through on their course learning in the context of their day to day work.

The course will include individual and group exercises as well as role-playing scenarios.

Course Objective:

To help managers develop a coaching style and attitude in their own workplace in order to be more effective leaders.

Who should attend?

This 2 day course is aimed at managers that want to:

- become more effective communicators and leaders
- motivate and inspire their teams
- help their employees increase confidence and performance
- become less stressed about managing staff

What will you gain from the course?

Delegates will go away with:

- a thorough understanding of the principles of coaching
- coaching models and experience that they can use to motivate and inspire their teams
- a feedback model
- a deeper understanding of the importance of non-verbal communication in coaching



Noel Clerkin

Noel is an experienced coach whose solid corporate background enables him to closely empathise with the issues facing his executive coaching clients. Previously, Noel spent 12 years in commercial roles in Banking, Financial Information Services and Technology. As well as travelling extensively in these roles he was also based in Paris, Dublin, London and New York.

Noel has trained in Coaching, Neuro Linguistic Programming (to Master Practitioner level), Hypnosis and Myers Briggs. He uses a combination of approaches to bring clarity and progress into the lives of his clients. His style is humorous, practical and results oriented.

Marielena Sabatier

Marielena is an experienced Executive Coach and trainer whose primary focus is leadership development. She has over 13 years of experience working in the corporate world. Her experience as a Commercial Finance Director enables her to relate to the communication issues that senior executives encounter today.

She is an NLP Trainer, Master NLP Practitioner, and Executive Coach. She also has an MBA, has a degree in hypnotherapy and is qualified in the MBTI. She is bilingual (Spanish and English) and has also worked internationally most of her career, which enables her to understand easily the cultural differences faced by global companies today.



About Inspiring Potential:

Inspiring Potential comprises a team of coaches and trainers who have all had frontline corporate experience prior to working in the personal development industry. The company offers coaching and training in the areas of Organisational Change; Executive Development; Team Dynamics and Stress Management. For more information please visit: www.inspiring-potential.co.uk

To enrol on the course

To book your place or for more information on course venue, dates and pricing, please contact us on **0845 355 1159** or email: info@inspiring-potential.co.uk