

Coaching Lab

Coaching creates better leaders, better teams, and better organizations. Leaders who can coach enable their employees to

- Creatively solve complex problems
- Overcome internal and external barriers
- Develop emotional intelligence
- Take ownership and gain accountability
- Achieve higher performance
- Chart their career

Welcome to the Coaching Lab. We start with the understanding that coaching is simple: it's listening, it's asking questions, and it's being curious and supportive. In the Coaching Lab, we will provide a safe, comfortable environment to hone your skills using paired exercises, small group activities, and abundant practice. We will have you coaching (and being coached) before the first coffee break.



Who should attend?

Executives, leaders,
managers at all levels



Sales managers



Project and product
managers



HR, Training, and
OD professionals



In the COACHING LAB you will enhance your skills and confidence to:

- Establish a supportive environment for authenticity
- Hear what others are saying and not saying
- Ask questions that encourage reflection
- Surface barriers, concerns, fears
- Liberate people to explore creative solutions
- Help people help themselves

What's included:

- 1-day, 2-day, or 3-day in-person, virtual, or blended workshop
- Personalized feedback from the leader and participants
- Simple coaching tools to guide your conversations
- Post-workshop coaching to help you leverage your new skills



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AGENDA

Day 1	Day 2
Introduction	Introduction
Teach Me Coach Me Exercise	Coaching in Trios
What is Coaching	Fishbowl Coaching
Circle Coaching Exercise	Lunch
Lunch	Coaching Techniques
Listening Exercise	10-Minute Coaching
Asking Questions & GROW	Making Coaching a Habit
Coaching Demo	Close

What does
the data
say?

Employees with coaching
managers reported a
**13% improvement
in job performance**

*(Ellinger et al., 2011;
Kim et al., 2013).*

Managerial coaching
increases employees'
**goal achievement
rates by 21%**

(Moen & Skaalvik, 2009).