

# Alan Mead

## Coaching Workshops

### What's it about?

Coaching is all about unlocking peoples' potential by helping them to learn rather than teaching them – an integral part of successful performance management.

This is a three hour workshop that introduces and explains coaching and the huge benefits it can have in performance management and leadership, both day to day and overall.

The session concludes with the opportunity for all delegates to both coach and be coached.

### Who's it for?

Anyone with responsibility for managing one or more colleagues, a team or a department – even a whole business – and/or supporting their growth and development and carrying out their performance appraisals.

### Learning outcomes – what's in it for me?

#### By the end of the session, delegates will be (better) able to:

- ▶ Recognise the different mindsets that influence all our behaviours
- ▶ Use Language that encourages and supports and helps people to “open up”
- ▶ Carry out coaching conversations using the GROW model
- ▶ Apply a coaching led approach to the management and leadership of your team, and...  
Better empower your team to be the best they can be.

*“By putting the GROW model into practice, we were able to completely re-frame the problem and produce options that we would otherwise not have discovered.”*

**Bray Leino Head of Digital Development**

*“The turnaround since L started coaching has been incredible. I feel like we've broken through what's been a problem for our team for years. It's taken a huge burden from me and allowed she and I to push on to better things.”*

**Speed Communications Account Director**

**Duration: 3 hours**

**Alan Mead**  
Coach|Trainer

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