

**COACHING: A STRATEGIC TOOL FOR EFFECTIVE LEADERSHIP**

**Get skills for coaching employees to improve the effectiveness of individuals and teams!**

**Seminar #2506**

**Overview**

During times that would challenge even the most resilient and experienced managers, it's never been more important to have an arsenal of tools, techniques and best practices for coaching employees. This seminar gives them to you—from analyzing the cause of subpar performance to creating a climate for effective employee coaching and learning...from giving corrective feedback to handling difficult responses to coaching. You'll leave this three-day seminar more aware of your personal habits, styles and preferences when you are coaching employees, through assessments, role plays and exercises.

**Schedule**

- [3] days

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- [3] days - **\$2,545** Non Members
- [3] days - **\$2,295** AMA Members
- [3] days - **\$1,965** GSA

**Credits**

1.8 CEU /18 SPHR /18 PHR

**Schedule**

We have 8 scheduled sessions located nationwide starting between 6/18/2012 - 2/13/2013

<b>Date</b>	<b>Location</b>	<b>Duration</b>
Jun 18, 2012 - Jun 20, 2012	Las Vegas, NV	3 Days
Jul 9, 2012 - Jul 11, 2012	New York, NY	3 Days
Aug 6, 2012 - Aug 8, 2012	San Francisco, CA	3 Days
Sep 12, 2012 - Sep 14, 2012	Atlanta, GA	3 Days
Oct 1, 2012 - Oct 3, 2012	Arlington/Washington DC, DC	3 Days
Nov 26, 2012 - Nov 28, 2012	New York, NY	3 Days
Dec 19, 2012 - Dec 21, 2012	Chicago, IL	3 Days
Feb 13, 2013 - Feb 15, 2013	Las Vegas, NV	3 Days

*Registering more than 4 people, please call 1-877-566-9441.*

**How You Will Benefit**

- Confront difficult situations with confidence
- Develop a team environment that fosters synergy
- Reinforce the behavior and motivation of peak performers
- Turn around disruptive behavior
- Build the trust and rapport necessary for coaching employees effectively
- Learn how to listen with an empathetic ear and encourage open, two-way communication

**What You Will Cover**

- What leaders do...why leaders need to be coaches
- Obstacles to coaching: the three-part coaching process
- Creating a climate of trust and confidence
- How to sustain trust when you confront poor performance
- How to be confident in the face of a difficult challenge
- Guiding a dialogue on performance
- The delegation process...difficulties of delegation...signs of poor delegation
- Why leader-coaches must be teachers and trainers: six learning styles
- Guiding the development of a performance improvement plan

**Who Should Attend**

Team leaders, managers and executives.

**Ways to Register**

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email [customerservice@amanet.org](mailto:customerservice@amanet.org)
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)