

COACHING AND COUNSELING FOR OUTSTANDING JOB PERFORMANCE

Enhance the potential of every employee to become more effective, productive and committed.

Seminar #2246

Overview

Every employee can reach higher levels of performance, including your average and best performers. What they need is a manager who can coach: someone who can routinely observe, assess, and interact in ways that develop and maximize their individual effectiveness. This is your seminar to raise their potential and level of performance and get the most out of your team.

Schedule

- [3] days

- [3] days - **\$2,195** Non Members
- [3] days - **\$1,995** AMA Members
- [3] days - **\$1,708** GSA

Credits

18 SPHR /18 PHR /1.8 CEU

Schedule

We have 6 scheduled sessions located nationwide starting between 7/23/2012 - 12/12/2012

Date	Location	Duration
Jul 23, 2012 - Jul 25, 2012	Arlington/Washington DC, DC	3 Days
Aug 15, 2012 - Aug 17, 2012	New York, NY	3 Days
Sep 17, 2012 - Sep 19, 2012	Chicago, IL	3 Days
Oct 10, 2012 - Oct 12, 2012	Las Vegas, NV	3 Days
Oct 29, 2012 - Oct 31, 2012	Arlington/Washington DC, DC	3 Days
Dec 12, 2012 - Dec 14, 2012	Philadelphia, PA	3 Days

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

How You Will Benefit

- Improve your ability to coach
- Minimize repeat performance failures
- Close the gaps between current and desired performance and outcomes
- Assist and challenge your best performers to greater levels of success
- Integrate coaching seamlessly into daily interaction with your people

What You Will Cover

An Introduction to Managerial Coaching

- Assess your team for gap between potential and current performance
- Recount expert definitions of business coaching and integrate that with your own conceptions
- Cite research on coaching impact on measurable performance improvements

Skills in Support of Coaching

- Practice coaching to become comfortable and skilled in asking open-ended questions
- Practice listening for skill improvement
- Develop critical distinctions for language and make distinctions through live application

The AMA Coaching Interview Model

- Gain a comprehensive understanding of the two integrated halves of the model
- Observe demonstrations of the model's application
- Perform all six steps of the AMA Coaching Model in live practice

Key Issues Related to Effective Coaching

- Challenge the notion of "coachability," replacing it with "receptivity to coaching"
- Engage in self-examination of attitudes that support or thwart successful coaching
- Assess current behavior—plan to eliminate "coaching-opposed" behaviors and adopt "coaching-supportive" behaviors

Who Should Attend

Managers who want to improve results and get higher performance from their team.

Special Feature

Your seminar experience includes intensive "coaching labs"—team coaching sessions with hands-on skills practice to reinforce learning and application.

Ways to Register

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