Coaching and Mentoring

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

You are in your office looking over your performance report and it happened again. Your low performing employee failed to meet quota this month even after you spoke with them about the importance of meeting goals. This employee has a great attitude and you know they can do better. You just do not know how to motivate them to reach the goal. Money used to work, but that has worn off. You are baffled and you know being frustrated makes matters worse. What do you do?

About This Course

You are in your office looking over your performance report and it happened again. Your low performing employee failed to meet quota this month even after you spoke with them about the importance of meeting goals. This employee has a great attitude and you know they can do better. You just do not know how to motivate them to reach the goal. Money used to work, but that has worn off. You are baffled and you know being frustrated makes matters worse. What do you do?

Learning Outcomes

Upon successful completion of this course, participants will be able to:

The Coaching And Mentoring focuses on how to better coach your employees to higher performance. Coaching is a process of relationship building and setting goals. How well you coach is related directly to how well you are able to foster a great working relationship with your employees through understanding them and strategic goal setting.

Detailed Course Outline

1 - Defining Coaching and Mentoring

- Defining mentoring
- Defining what coaching is and is not
- Elements of coaching
- Factors for success
- Critical Coaching Skills

2 - Coaching Assessment

- Individual coaching assessment
- Reflection and discussion of results

3 - Interpersonal Communication

- Interpersonal communication skills
- Open and closed questions
- Probing techniques and process
- Active listening

4 - Setting Goals with SPIRIT

- Identifying Values
- Identifying Dreams
- Setting S.P.I.R.I.T. goals

5 - Learning Styles and Principles

- Three learning styles
- Adult learning principles

6 - The Coaching Model

- Components of the coaching model
- Coaching model characteristics
- Giving effective feedback

7 - Bringing It All Together

- Coaching skills reinforcement
- Case studies

Frequently Asked Questions

Q: What delivery options are available for Coaching and Mentoring?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 1-day Coaching and Mentoring course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Coaching and Mentoring training?

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Coaching and Mentoring?

Yes, we provide corporate training, dedicated training, and closed classes for Coaching and Mentoring. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Coaching and Mentoring?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Coaching and Mentoring training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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