



One Day Conference 2010

Excellence and **Success** in coaching



24 September 2010

The Dinosaur's didn't feel the bumps in the road

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What are we talking about !!



Commercial Training Manager



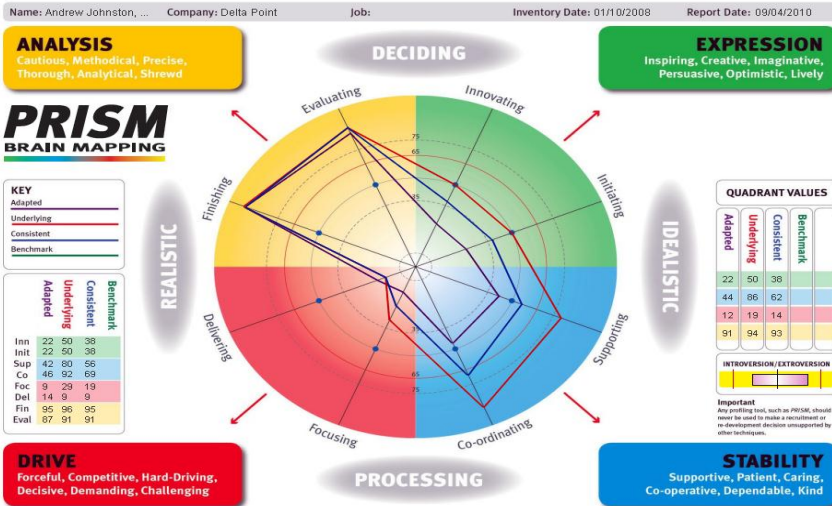
Sales Trainer / Coach

- Interactive keypad exercise
- Introduction and background
- Overview of our coaching process
- Philosophy
- Drivers
- Challenges
- Evolution
- Summary

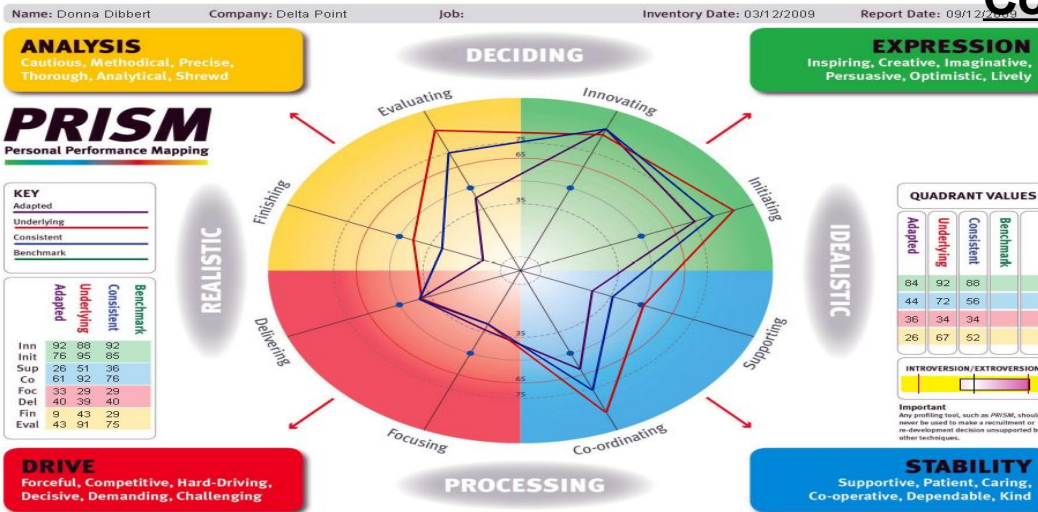
Interactive session.

- Voting pads
- What is your area of operation ----Internal or external
- Do you conduct coaching sessions ---Yes or no
- Do you buy in coaching services Yes No
- Approximately how many staff are you responsible for coaching <20, 21-50 ,51- 75 >75
- Approximately what % of time is devoted to coaching--- 0-10%, 10%-30%, 30%-60%, 60%+
- Who is your Target audience. CEO/Chairman, Board, Senior Executive, Middle Management, New Managers ,Sales, other
- What is/ are the major objective(s) for your activity.
- Career development, Change management, Disciplinary, Promotion, Leadership (Preparation for and development in), Conflict, Work-life balance. Career progression. Team coaching.
- Do you see a requirement for coaching in the wider (other role and other situations) organization - this is the link question to the main session YES –NO.
- ? Where

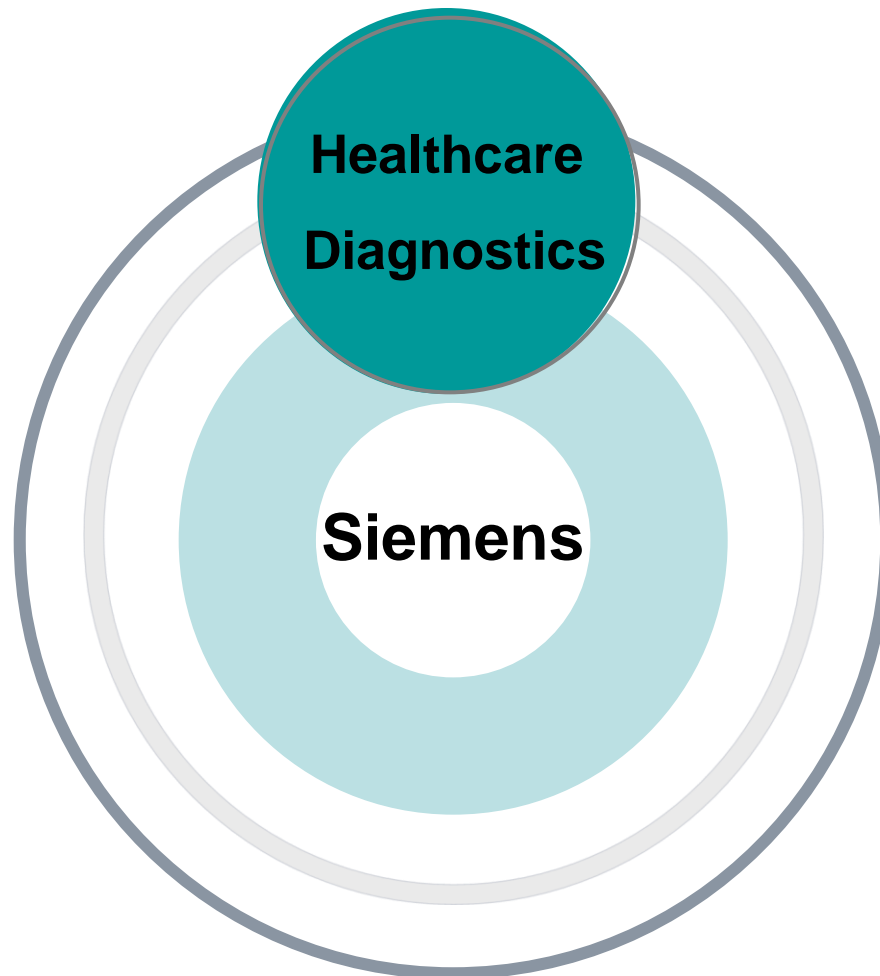
Harnessing the challenge of diversity.....

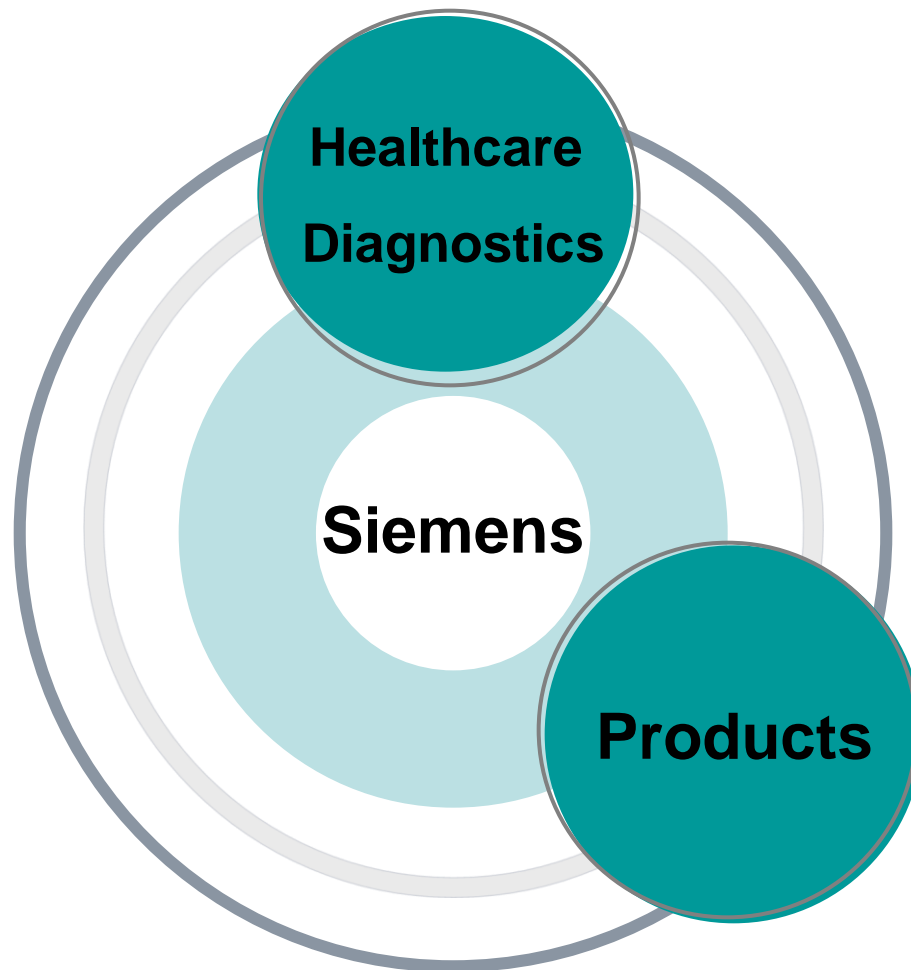


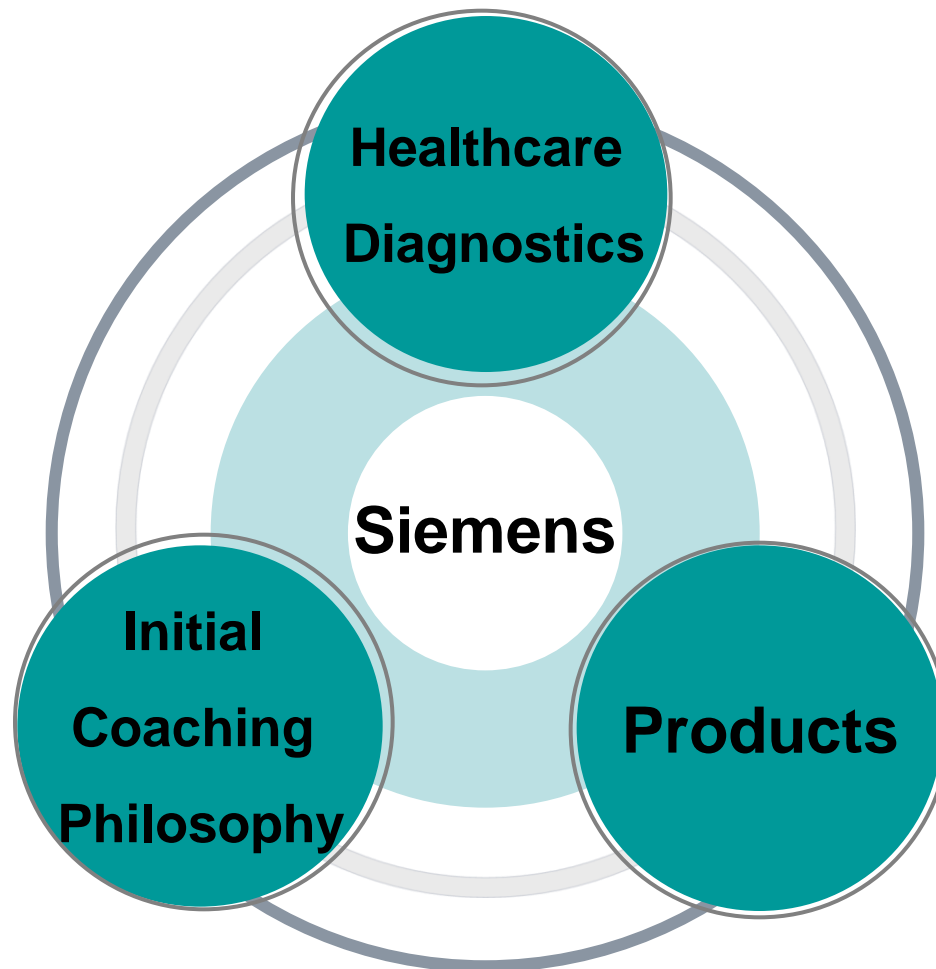
Commercial Training Manager



Sales Trainer / Coach







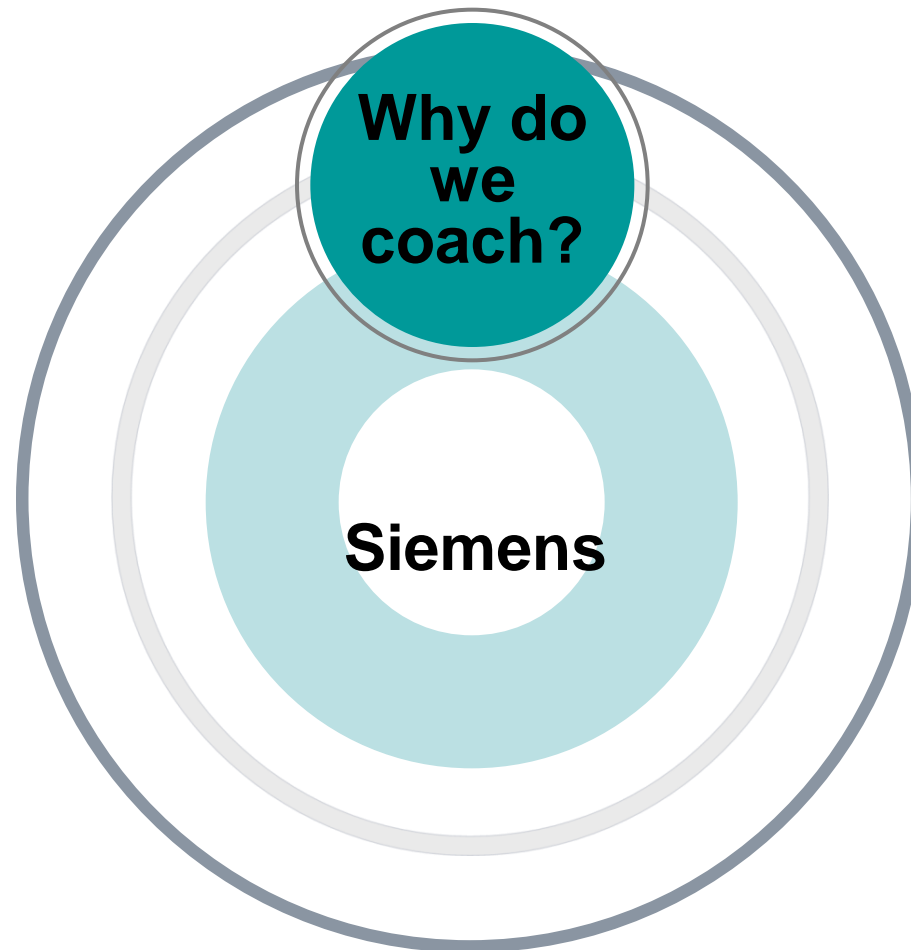


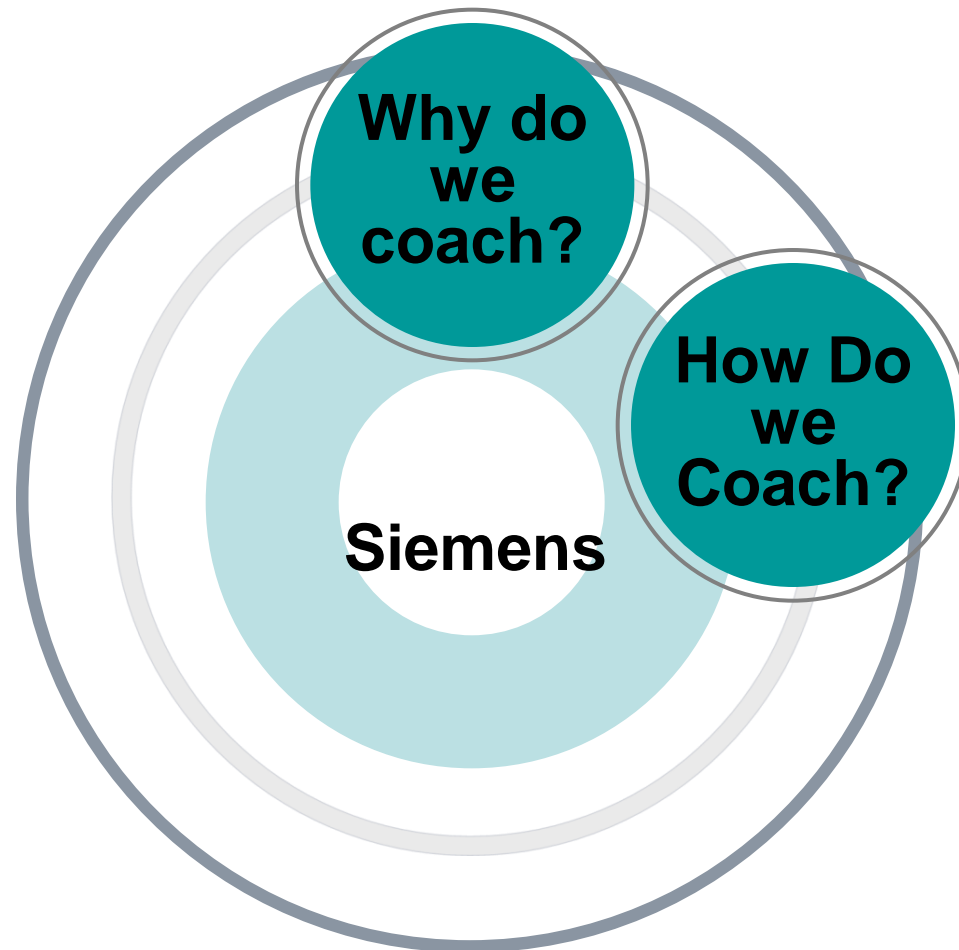
- **‘Similar companies, employing similar people, with similar educational backgrounds, working in similar jobs, coming up with similar ideas, producing similar things, with similar prices and similar quality.’**

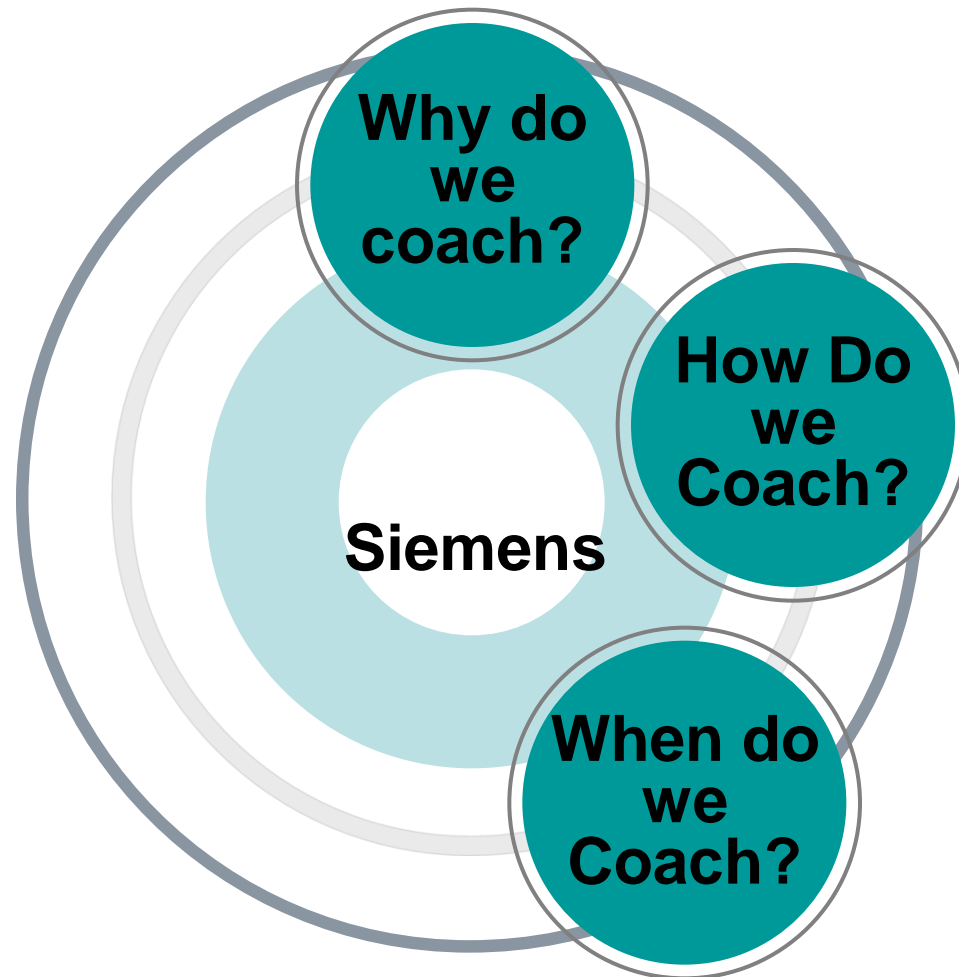
Ref: Tom Peters SCJ Global Forum.

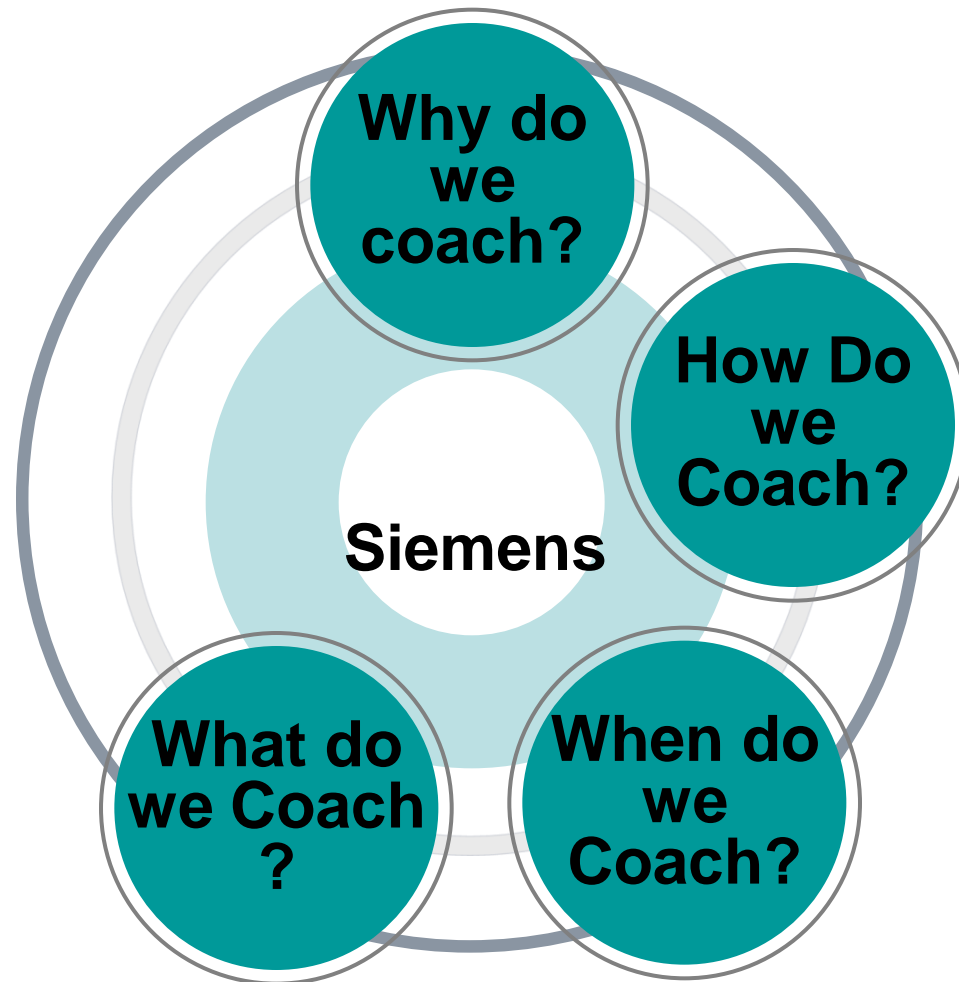
How did we transform?

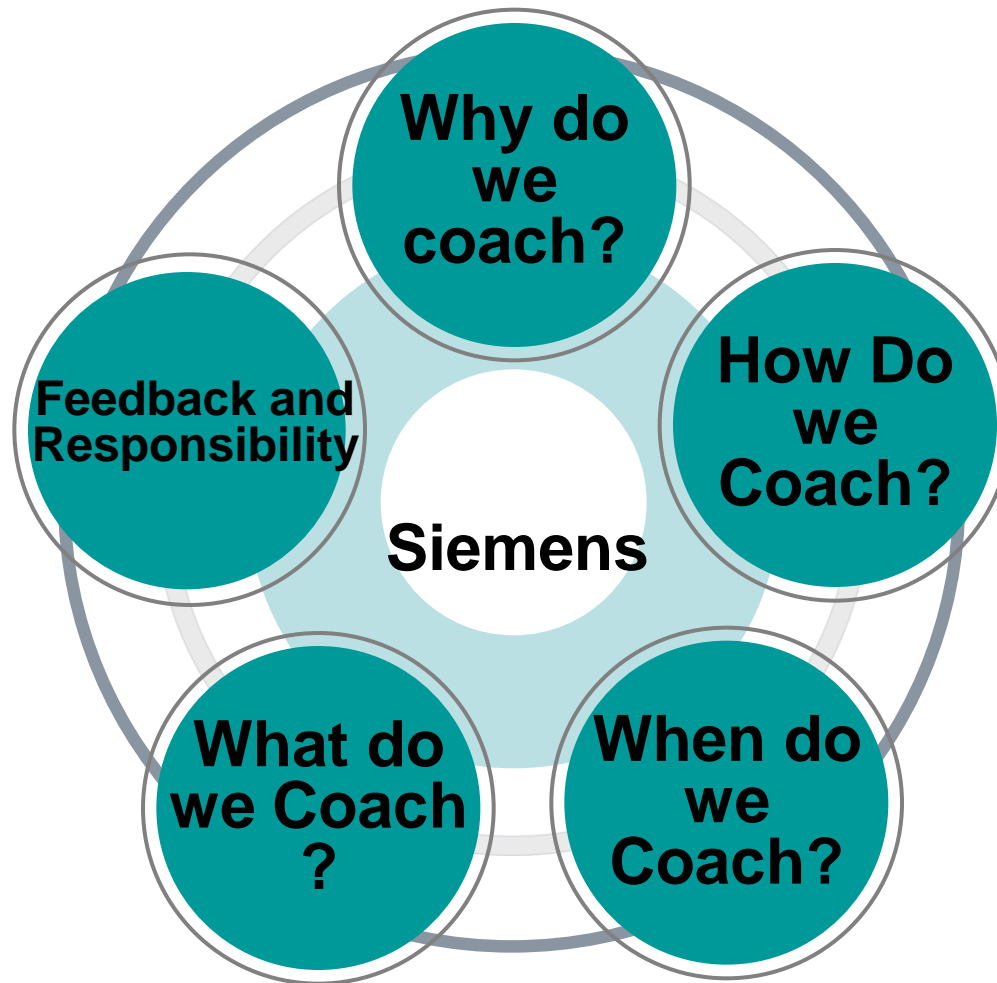








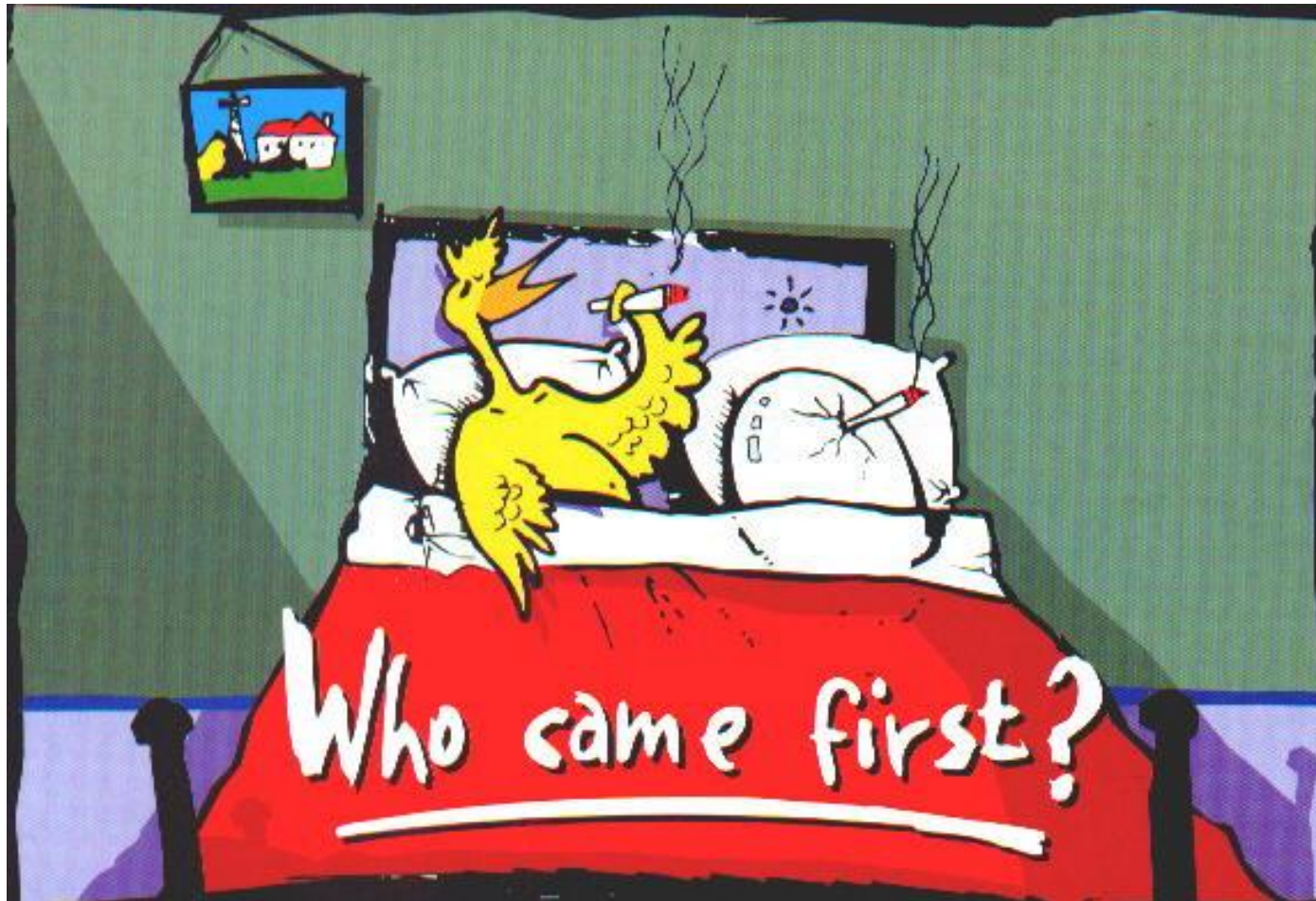




Challenges



Evolution.



What Have we talked about ?

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Thank you.....

Questions and Comments

