



# The coaching approach

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Mercuri International

# Program overview

## The coaching approach

### Objectives

Learn what makes a good coach and how to effectively help your team grow as a leader.

### What you will learn

You will learn how to coach your team using a set of best practices and using the GROW model for coaching, and you will be able to practice what you have learned through a simulated scenario. At the end of this course, you will be able to help your team set goals and increase their motivation to reach them.

### Audience

New managers as well as experienced managers who want to improve or refresh their leadership skills

### Duration

1h of digital learning

### Delivery format

Also in combination with face-to-face or virtual classroom

# Content overview

1

## Coaching: an introduction

- Discover why coaching is vital for a leader and learn about how to start coaching

2

## The GROW coaching model

- Learn about one of the most widely known and used models for coaching: The GROW Model

3

## Think like a coach

- You have learned what makes a good coach and how to coach using the GROW model. Practice what you have learned in this realistic simulated scenario

4

## Coaching: a summary

- Review the key learning points to be at your best while coaching

5

## Setting smart objectives

- Discover how to set clear objectives for a successful relationship with your team. It will empower them, make them responsible and drive them to reach their goal

6

## Enhancing motivation


- Learn why motivation is relevant on the job, and how you can successfully motivate your team

7

## Motivation test

- Discover what is more important to you and what drives your own motivation at work

# Learning path

 Also available including face-to-face or virtual sessions along the path





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Grow your people  
Grow your business