

Leadership Training

Leadership Coaching: Supportive and Directive Approaches Workshop

In-Person

Coaching effectively is the onus of every manager, and good ones use it as an opportunity to strengthen relationships with associates. They will use a variety of coaching techniques, customized to the individual and the circumstances. The right blend of supportive and directive coaching can bring out the best in everyone.

What you'll learn

In this workshop, you analyze the difference between supportive and directive coaching. You explore supportive coaching to help encourage associates to adapt to alternate ideas or processes, and directive coaching to modify behavior. How to anticipate and address different responses to coaching is covered to ensure coaching sessions are constructive and respectful.

Why you want to learn it

Coaching is a major responsibility of every manager, and for many people it can be a challenge. Managers need to be able to maintain performance standards, be certain people are following policies and procedures and hit individual and team targets. And we have to do all of this through other people.

How it will help you

You will be able to evaluate and prepare for how different people will respond to coaching. You will apply directive coaching to modify behavior and apply supportive coaching to persuade associates to consider other options.