

“Team Coaching” Training program

(English Material)

Course Length: 16 Hours @ 4days

One of the most important skills required of a manager is being able to motivate and challenge his team. This is a very complex task given the diversity of characters that make up that team.

The importance of motivation and personal fulfillment has long been neglected; however these factors are vital to the development of the organization. It became evident that in addition to the indispensable value of professional expertise, motivated staff perform and produce better.

Are you a manager searching for the keys to effective cooperation within you team? This workshop will teach you innovative behavioral techniques to allow more interaction and cohesion between your coworkers, sharing the same vision, the same values; and to benefit from the complementing human factors that make up your team. This training session will provide you with tools and techniques enabling you to enlist the efforts of your team members for a common objective.

Targeted Audience (who can attend)

Middle and Top Management executives.

Objectives and Contents

Upon completion of this workshop, every participant will be able to:

- Optimize the performance of his team
- Enlist cooperation from colleagues
- Detect the different personality criteria of team members
- Adapt his management style to suit the other individuals
- Express his emotions and assert himself
- Communicate effectively with his team
- Delegate authority
- Manage the process of change
- Coordinate a collective decision
- Create and reinforce team spirit
- Lead active meetings
- Manage difficult situations

During the workshop, each participant will learn to:

- Clarify the objectives and missions of the team and of individual coworkers
- Recognize and accept his emotions
- Use the basic concepts of communication to relay messages effectively
- Improve listening skills
- Recognize the signs of lack of motivation
- Give and receive gratitude
- Utilize the concept of recapitulation
- Develop motivation using the tools of « social profiles »
- Benefit from the differences in team individuals
- Handle one-on-one interviews
- Develop his assertiveness
- React to unsatisfactory results