

# COACHING SKILLS FOR TEAM LEADERS WITH NEURO-LINGUISTIC PROGRAMMING (NLP)

The great advantage of coaching and mentoring as a developmental process is that it provides the opportunity for one-on-one training, guiding, instructing, observing, modeling, evaluating performance, and providing corrective action. This customizable and fully reproducible skill-based workshop are designed for managers in the organization who are planning to be a mentor or coach / are currently a mentor and coach who would like some additional insights. Some elements of NLP principles are being used in this program to enhance the effectiveness of the program.

## The Outcome:

- Be an inspiring and competent coach or mentor
- Develop mutually beneficial expectations and objectives
- Determine responsibilities and guidelines for both parties
- Understand coachee/mentee needs and how to address them
- Use effective communication skills
- Ability to handle challenging situations

### Module 1 Introduction to Coaching

- The difference between a Coach and a Mentor
- Why do we need a coach/mentor?
- Roles and responsibilities of a coach & mentor
- Roles and responsibilities of a manager

### Module 2: Foundation of an Effective Coach – Trustworthiness

- Overview - The Coaching Roadmap (TCR)
- Coaching Tools 1: Understanding Human Behavior Profiling (DH)
- Coaching Tools 2: Rapport Building Basics
- Coaching Tools 3: Rapport Building with Neuro Linguistic Programming (NLP) technologies

### Module 3: Outcome and expectation setting

- Coaching Tools 4: NLP Meta Model Precision Probing to Identify Competency Gaps
- Developing a Development Blueprint - NLP Goal Setting
- Coaching Tools 5: Goal Getting Secrets with Science of Psycho Cybernetics

### Module 4: The Learning Loop: Action

- The power of conditioning
- Overcoming Fear
- Overcoming Obstacles
- Overcoming Limiting Beliefs

### Module 5: The Learning Loop : Dialogue

- Coaching Tools 6: Communication - Listening & responding styles: Active & Empathic
- Coaching Tools 7: Communication - ABC to getting your message across
- 6 Perspectives of Human Interaction

### Module 6: Getting Results

- Measurements & Milestone
- Motivational Principles
- Performance & Appreciation
- Anchoring Success

### Mentoring Principles

- Mentoring Tools 1: Reframing Problems into Opportunities
- Mentoring Tools 2: The leaf, the tree & the forest

### Handling Difficult Situation

- Handling Difficult Situation - The Basic Principles
- Handling Difficult Situation - The Technique

Duration : 2 days

Facilitator  
K W Loke