

# Manager as Coach

28 July 2010 - Sydney  
05 August 2010 – Brisbane

**Would you like to be a more effective manager? Do you believe that there are other tools you could be utilising to allow you to be even more successful, both in your personal and professional life?** This one-day program will introduce to you a number of simple and effective coaching models, which will enable you to better manage a team and achieve superior outcomes.

You will learn how to use the G.R.O.W model of coaching (developed by John Whitmore). You will learn about what coaching is, what it is not, how it is of value to you (both personally and professionally), and you will get an opportunity to use a number of coaching models so that you can experience how they work.

At the completion of the program you will have seen coaching in action, and you will be armed with a number of well-tried and respected models to take back to your team.

## Course content:

- What is coaching?
- What is not coaching?
- The rationale for coaching
- When to use coaching/needs analysis
- Coaching Model: EARS
- Coaching Model: WDEP
- Coaching Model: G.R.O.W
- Experience using models
- How to use the models
- Tips for successful coaching

## By the end of this workshop you will be able to:

- Highlight the benefits of coaching
- Identify the need for coaching
- Apply coaching techniques in both your personal and professional life



**Sarah Rodgers** – Sarah is passionate coach and trainer who enjoys working with people as they strive to make positive changes in their personal and professional lives.

Sarah has first hand experience of the benefits of coaching, both as a tool for personal use, and for a way of managing people and getting the very best out of, and for them. Sarah has a firm belief that we all have the answers within us – coaching is simply one-way to help someone find those answers.



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**Manager as Coach**  
28<sup>th</sup> July – Sydney, 5<sup>th</sup> August - Brisbane

**SYDNEY PROGRAM**  
Wednesday, 28<sup>th</sup> July 2010

**VENUE:**

Saxons Training Facilities  
Level 10, 10 Barrack Street, Sydney, 2000  
[Download Saxons Venue map](#)

**MELBOURNE PROGRAM**

**VENUE:**

Saxons Training Facilities  
Level 8, 500 Collins Street, Melbourne, 3000  
[Download Saxons Venue map](#)

**BRISBANE PROGRAM**  
Thursday, 5<sup>th</sup> August 2010

**VENUE:**

Saxons Training Facilities  
Level 11, 300 Adelaide Street, Brisbane QLD 4000  
[Download Saxons Venue map](#)

**Registrations** are from 8.30am. Program starts at 9.00am and finishes at 5.00 pm

**Registration Fee:**

\$595.00  
Includes 10% GST, lunch and breaks, participant workbooks and handouts.

**Discounts**

For 3 or more delegates from the same organisation, a discount of \$50.00 per person applies.

**Cancellations**

- Full refund if notice is received two weeks prior to workshop
- 50% refund if cancellation received at least one week prior to workshop

**Changes to Program**

E&S reserves the right to alter the content, date or venue if necessary. Every effort will be made to communicate with participants immediately.

**In-house Programs**

This program can be tailored for your own organisation's needs

For more information, please contact Julie Ankers on (02) 9267-5220, or Email: [info@espeak.com.au](mailto:info@espeak.com.au)

**REGISTRATION / TAX INVOICE**  
(Please keep a copy for your records)

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_

Mobile: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Attendees' Names:**

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\_\_\_\_\_

\_\_\_\_\_

Total payment \$ \_\_\_\_\_ for \_\_\_\_\_ attendees via:

**DIRECT DEPOSIT BSB: 032-016**

Acc No:377845

**CHEQUE Payable to E&S Training & Development**

Visa  MasterCard  Bankcard  AMEX

Diners Club

Card No. : \_\_\_\_\_

Expiry Date: \_\_\_\_ / \_\_\_\_

Cardholder's Name: \_\_\_\_\_

Signature: \_\_\_\_\_

**Fax, post or email with payment to:**

E&S Training & Development Pty Ltd

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