



Do you want to take your coaches to the next level?

# Training:

## Advanced Coach Training

a component of the  **IPCTEAMING UP**® system

This workshop challenges the experienced coach to learn and use skills that lead to higher team performance and better goal direction. Practical skills and techniques are the focus. Participants not only learn but practice key skills under the supervision of the instructors and feedback from other participants.

Building and expanding upon an experienced coach's skills, this course includes sophisticated problem solving, conflict management, and personal development tools. Highlights include the EQi emotional intelligence test, Socratic questioning, and neuro-linguistic programming methods.

### Who is it for?

Coaches with team experience and who have completed the basic workshop or its equivalent

#### Day 1: Building Coaching Strengths

- Introduction to Advanced Coach or Team Developer® Skills
- Using the Socratic method
  - The model
  - Exercise for skill development
- IPC coaching model
  - The model
  - Practice exercises
- Best practices sharing between participants
- Pulling it all together – small-group activity

#### Day 2: Your Coaching Toolkit

- Review Socratic method
  - Skill development exercise
- Basic NLP skills
  - Match, Pace, Lead
  - Matching on different levels
  - Eye patterns
- Handling team conflict
  - What is it?
  - The coach's role
  - How to develop a strategy
  - Methods
    - +Post-it
    - +An alternative feedback method
- The EQi for personal development as a coach
- Formula for flexible coaching
  - How to adapt to the needs of the team
  - +ID the behaviors to discern a team's level
  - +How to troubleshoot
- Pulling it all together - small-group activity

#### Day 3: Tools for Group Consensus

- Problem-solving tool kit
  - Silent brainstorming
  - Affinity diagram
  - Open voting
  - Closed voting
- Diagnostic questions for TD's
  - 1-When the same issues come up over and over again
  - 2- When teams boundary jump
  - 3-Blaming behavior

**Action planning:** Create a coaching plan for your return to work and receive a complimentary email coaching from an IPC associate

### What you will receive:

- One 100+ page manual
- 2½ days of training with Dr. Darrel Ray and IPC associate
- The EQi assessment and one debrief
- Our NEW leadership case study guide and activity book
- Face-to-face interaction with other Teaming Up® leaders and team developers

### Cost:

\$1,195/person (early registration and group discounts available)

Call today to learn how you can release the power of *your* people.