

COACHES CONFERENCE: Mastering Key Coaching Competencies

14-16 May 2024

The Elms Hotel, 456 Papanui Road, Christchurch

Day 1 only: \$1250 + gst

Day 2 & 3 only: \$1090 + gst

All 3 days: \$2340 + gst

Secure your seat with a \$100 non refundable deposit before February 29, 2024 and receive two bonuses:

1. A complimentary 1-1 coaching session with Executive Coach Nicole Coyne
2. Complimentary access to the 10 module RESOLVE conflict resolution online programme from PROFILE Coaching Ltd.

May 14 Day 1: Extended DISC Practitioner Certification

Debrief of your own Extended DISC profile

The theory of DISC

Extended DISC profiling

Special Cases

Debriefing practicum

FINXS Platform

- sending out candidate invitations
- accessing candidate results and viewing them in different graphics
- creating team reports
- applying your own branding to reports
- re-printing a candidate's results in a wide variety of different report formats including reports for teams, pairs, leaders, recruitment, on-boarding, sales and service, remote workers, and more
- gaining access to hundreds of different job competencies to measure your candidates against
- designing your own reports and job templates, questionnaires and surveys

May 15 & 16 Day 2 and 3: 9-5pm: Coach Skill Building

Session 1: Introduction to the coaching role and responsibility

- Welcome and Introduction to the Training Program
- Overview of the Role of a Coach in Professional Development
- Setting Expectations and Objectives for the Training using the ICF Core competences as a guideline
- Understanding the code of Ethics
 - Understanding the Ethical Guidelines for Coaches
 - Confidentiality and Boundaries in Coaching
 - Case Studies and Ethical Dilemmas Discussion

Session 2: Effective Communication in Coaching

- Developing Active Listening Skills
- Asking Powerful Questions
- Providing Constructive Feedback
- Interactive Activities to Enhance Communication Skills

Session 3: Coaching Models and Frameworks

- Introduction to Popular Coaching Models (e.g., GROW)
- Understanding the Structure and Application of Coaching Models
- Role-Playing Exercises to Apply Coaching Models

Session 4: Session structure, Goal Setting and Action Planning

- The structure and flow of a coaching session
- The Importance of Goal Setting in Coaching
- SMART Goals and Goal Alignment
- Assisting Coachees in Creating Action Plans

Session 5: Handling Challenging Coaching Situations

- Identifying and Managing Resistance
- Dealing with Difficult Coachee Scenarios
- Role-Playing for Challenging Coaching Conversations

Session 6: Coaching Practicum

- Participants will take turns coaching and being coached
- Peer Feedback and Group Discussion on Coaching Sessions
- Individual Action Plans for Ongoing Skill Development

Session 7: Sales and marketing for Coache

Q&A Wrap Up

- Recap of Key Learnings from the Training
- Addressing Questions and Concerns
- Next Steps for Continued Development as a Coach



Places are limited to 30 people.
Secure your seat by registering and paying a deposit.
Day 1: \$100
Day 2 & 3: \$200

Email: info@profilecoaching.co.nz
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Contact Marina Shearer for more information