

## The Art of Performance Coaching

# PERFORMANCE COACHING



**The Art of Performance Coaching** is built on the understanding that performance in any field can be enhanced by creating a partnership and setting aside time to explore in conversation how performance might be taken to a new level. Performance coaching is an ongoing process which helps build and maintain an effective coach and coachee relationship through the use of questions, acknowledgment, and reflection. Performance coaching is built on the idea that people have the answers, they just often need the space to process through the next right step. This space is what ultimately drives confidence, engagement, and accountability. This programs is designed to help all people involved in the coaching conversation reach their full potential.

“ I have never worked with a more motivated and passionate trainer...Justin is not pushing the same old pre-packaged training sessions. His skill as a facilitator is tremendous and his charismatic, engaging style has not been rivaled by other individuals and training organizations with which I have worked.

Gerome Stephens, Director of Leadership and Civic Engagement  
Georgia Tech

### PURPOSE

- Provide an interactive learning space where leaders demonstrate their ability to engage in meaningful coaching conversations that drive action and accountability.

### YOU WILL LEARN TO...

- Articulate what coaching is and what it is not
- Ask empowering questions that drive people to their own next steps
- Hear limitations in the other person's speaking
- Acknowledge and validate to build stronger levels of trust
- Address any perceived blocks
- Foster a clear and actionable way forward

### Workshop Details

#### TIMING:

- 4 hour program
- Location determined by client

#### LOGISTICS:

- Facilitated by two instructors
- 10-30 participants

#### MATERIALS PROVIDED:

- Learning Map
- Sample Coaching Questions
- GROW coaching model
- Wheel of Fulfillment



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