



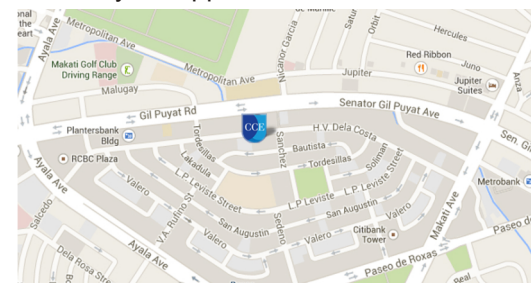
Coaching for Performance and Development

Package inclusions:

- Program fee
- Training kit
- AM/PM snacks
- Lunch
- Certificate of course completion

Venue:

Ateneo de Manila University - Salcedo Campus
3/F Ateneo Professional Schools Bldg.
130 H.V. Dela Costa St., Salcedo Village,
Makati City, Philippines



DATES

September 17, 2019
Tuesday
8:30 am - 4:30 pm

PROGRAM FEE

Php 5,900.00 (Early Eagle Rate until Sept. 3)
Php 6,400.00 (Regular Rate)

HOW TO REGISTER Online

www.cce.ateneo.edu

Email

sales.cce@ateneo.edu

Call

+63(2)830.2050

Schedules and prices may change without prior notice.



CUSTOMIZED PROGRAMS

We offer companies our tradition of service and excellence through customized programs fit for special organizational needs.
Call us and lead the change!

Accreditations:



Member:



Follow us:



cce.ateneo.edu

July 19, 2018



ATENEO DE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS



Coaching for Performance and Development

Fundamentals to Get You Started

 CENTER FOR CONTINUING EDUCATION

Many managers avoid coaching their staff because: it takes too much time and it's easier to tell them what to do. The same managers would also throw up their hands and say: "Do I have to think of everything?"

The International Coach Definition defines coaching as: "Partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential."

Do you want to...

- ... stop "thinking of everything?"
- ... fire up your staff instead of firing them?
- ... help your staff see and use their capabilities?
- ... help your staff think of creative solutions on their own?
- ... help your staff self-correct and learn from mistakes?
- ... help your staff become accountable for their own performance?

Coaching will help you do this effectively.

Coaching for Performance and Development

objective

By the end of the workshop, you will be able to:

1. Know when to coach and when to use other learning and helping interventions;
2. Differentiate between coaching for development and coaching for performance; and
3. Practice coaching skills using Real Play not just role play

who should attend

Professionals
Supervisors and managers
Human Resource Department



resource person



MS. CZARINA "INA" TEVES brings over 20 years experience of organizational and personal effectiveness work. As organization development consultant, she has worked with both the private and public sectors through workshops at the Ateneo CCE, Development Academy of the Philippines (DAP), and the Civil Service Institute (CSI). These workshops focus on leading change, systems thinking, personal vision and effectiveness, multigenerational workplaces, and coaching and mentoring. Some of these clients include Jollibee Foods Corporation, Globe Telecoms, Mang Inasal, Sykes, D&L Industries, JP Morgan Chase, and Energy Development Corp.

For the public sector, she has led leadership development and change management projects for the Department of Education, the Zuellig Family Foundation, Department of Social Welfare and Development, the Civil Service Commission, among others. Some of the projects were under auspices of AustralianAid.

Ms Teves is a certified action learning coach with the World Institute of Action Learning and a certified executive coach with Marshall Goldsmith Stakeholder Centered Coaching. Clients include high potential leaders in the private sector being groomed for senior executive positions, heads of agencies, and heads of local government units. She is also a member of the International Globe Federation.

program content

- I. The difference between Coaching, Mentoring, Counseling, Consulting, and Training
- II. Coaching as an act of leadership
- III. When to coach and when not to coach
- IV. The process of coaching
- V. Key coaching competencies
 - A. Active and global listening
 - B. Asking powerful questions
 - C. Goal setting
 - D. Accountability building
 - E. Coaching ethics
- VI. How to coach when you only have 10 minutes

complementary courses

Coaching Teams Towards High Performance

November 20-21, 2019

What would it be worth to you as a manager or team leader to coach a team towards high performance, where they eventually coach themselves, solve their own problems, learn from mistakes, and take improved action?

The Art of Conflict Transformation

October 24 - 25, 2019

This program uncovers a deeper awareness of what conflict is as well as its underlying opportunities. It introduces the concept of conflict transformation and how it differs from conflict resolution, management, and prevention. It shows how conflict offers opportunities for constructive change, and explores different tools and methods for engaging conflict constructively. Participants will benefit from the practical techniques and transferable information offered throughout this two-day journey.