

FOUNDATIONAL COACHING COURSES



Coaching Challengers

Coaching Challengers: Part 1	Coaching Challengers: Part 2
15 minutes	30 minutes
The WHAT of Coaching	The HOW of Coaching

- Learn about WHAT good coaching is and what it looks like
- Arm yourself with techniques to coach to Challenger skills, allowing you to help your sellers adopt these valuable behaviors as they go through Challenger training
- Understand how coaching differs from other roles you play as a sales manager, who to focus coaching on, how much time to spend coaching, and when to focus on deals versus skills with your team
- Learn techniques to tackle the HOW of coaching through establishing the coaching relationship, observing skills and providing feedback, and identifying next steps
- Learn how to clarify your role as you help sellers on their Challenger journey, cater to different communication styles & how to provide feedback and create action plans to follow up with your sellers to ensure they are on the right track.

Communicate Like a Leader

Communicate Like a Leader: Part 1	Communicate Like a Leader: Part 2	Communicate Like a Leader: Part 3
45 minutes	35 minutes	20 minutes
Skill Development Flexing Communication Styles to Connect with Others	Skill Development Using Questions and Listening to Get the Whole Picture	Practical Application Coaching Like a Leader

- Revisit the Communication Styles model and understand the markers of each style
- Learn how to adapt your messages to others' preferences in order to achieve better relationships and conversation outcomes
- Learn about the four styles of Active Listening
- Discover the key elements of High-Gain Questions
- Uncover why leaders dedicate focused attention on listening well and asking high-gain questions to benefit their relationships and avoid costly miscommunication
- Put the skills you've learned to the test in the context of coaching scenarios

