



# navigational conversations™

STRATEGIC COACHING SKILLS  
FOR LEADERS

## Empower

...your leaders and managers  
with the coach approach

## Unlock

...the hidden potential  
within your teams

## Build

...engagement, performance culture  
and increased profitability

## Why You Need This Program:

- ❖ It's time to move away from performance management to performance development
- ❖ You "get" your only uniqueness is your people

- ❖ You want to fully harness and grow the untapped potential in your workplace

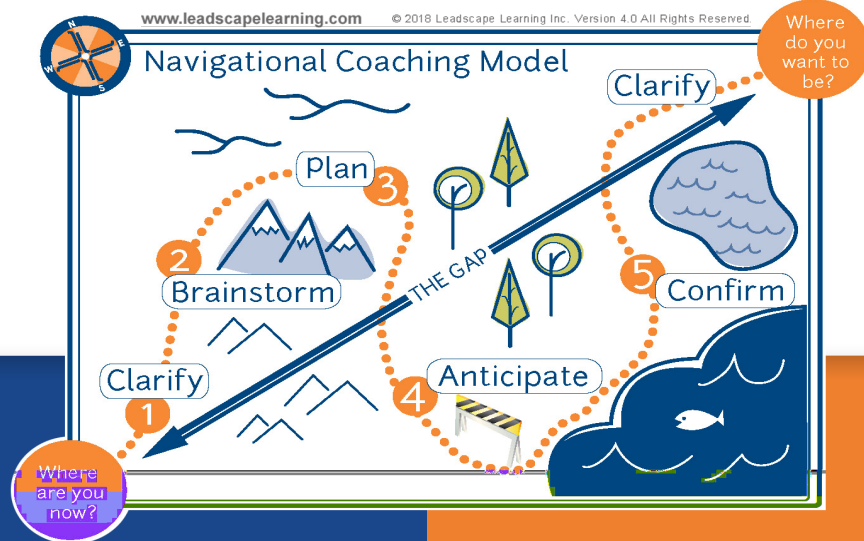
- ❖ You need a practical and sustainable way to help managers make the shift from problem solving to leading others—the coach approach



This chart represents 2017 employee engagement.  
Gallup SOAW Report 2017.

# A 4 session Live Virtual Workshop for Leaders Who are Committed to:

- ❖ Enabling self-starting teams
- ❖ Developing Hi-Potentials
- ❖ Increasing their own focus to high-value & high-return activities
- ❖ Keeping their top talent
- ❖ Having useful performance evaluations and conversations
- ❖ Achieving Breakthrough Results



## Sessions 1 & 2

Defining the Role of the Coach  
Coaching Conversation Model  
The Art of Conscious Listening  
The Art of the Question  
Coaching Practice - Role play

## Sessions 3 & 4

Bridging the Gap  
Coaching Practice - Role play  
The Art of Telling  
Providing Corrective Feedback  
Coaching Practice - "Real play"

\*Includes a 12-week Navigational Conversations - Mindmarker reinforcement computer/mobile app\*

## Listen to What Our Clients are Saying:

"The delivery of the information was excellent! Everyone was engaged and I see great potential for myself and the team I lead." **J. Olson**

"The course was extremely valuable! It was immediately effective in helping me develop my team." - **A. Nagtegaal**

"The training was extremely effective for our organization's leaders, the roleplays were extremely helpful in figuring out the techniques. Our entire HR dept would benefit from this as well. - **H Clarke**

"One of the cultural pieces is that we have so many difference peoples from all over the world. This program provides us a unique framework to help everyone grow and work together. I found *Navigational Conversations* to be an eye-opening experience and I think you will as well." **Mgr at Schlumberger**

Unlocking Human Potential - to unlock the potential in your business



navigational conversations™  
STRATEGIC COACHING SKILLS FOR LEADERS

**FocalPoint**  
Coaching & Training Excellence

FocalPoint Coaching and Training  
www.focalpointgetsresults.com

For more information or a conversation, email: [training@focalpointcoaching.com](mailto:training@focalpointcoaching.com)