

BUSINESS LEADER AS A COACH

April 18-19, 2019 - Karachi | 9:30 am to 5:00 pm

Program Overview

Great leaders balance numerous different elements and roles, which come together differently in different leadership styles. One important role that's often overlooked is that of serving as a "Coach".

"Leadership is communicating to people their worth and potential so clearly that they come to see it in themselves" – Stephen Covey

Today, research proves that it has the greatest impact on performance of individuals and teams. Let's start with what it really means, when we say "Business Leader as a Coach" Functioning in the role of a Coach is a very different task than simply being the manager who sets team goals and conducts performance reviews.

Managers tend to stay focused on the facts, quarterly sales, monthly expenses, is each team member producing the results they need? Coaches ask "How can I help each person produce better results?" They approach their team members with a genuine desire to encourage them and help them succeed. It's a deliberate shift into a selfless, supportive mindset. Instead of looking at what is, they look what could be.

This 2 day workshop will enable you to become a great Coach to unlock potential and motivate people to maximize their performance. As a Leader you will be equipped to help others to be their best and that's what leadership is all about.

Key Benefits

- **Understand** business case for Leaders to act like a Coach
- **Learn** skills to become a successful Coach
- **Practice** the coaching process
- **Seek** feedback and feed-forward in a coaching conversations
- **Methods** for self-evaluation as a Coach

Course Facilitator:
Dr. Mehvish Baig



- **Partner & Director Client Engagement at Next Level – a leading management consultancy, training and coaching firm**
- **Former Lead Certified Trainer and Head Business Development at FranklinCovey Pakistan**
- **Certified Executive Coach from University of Cambridge and Marshall Goldsmith**
- **Over 20 years of work experience both in USA and Pakistan**

With over 20 years of work experience both Internationally and in Pakistan, Dr. Mehvish is a well-recognized, energetic and enthusiastic facilitator and trainer with diverse training experience in various corporations, universities, banks and industries.

Dr. Mehvish expertise in training includes the application of neuro science at workplace, personal leadership, employee branding, emotional intelligence, leadership skills styles. She is a Partner and Director Client Engagement at Next Level, a leading management consultancy, training and coaching firm and worked as a Lead Certified Trainer and Head of Business Development at FranklinCovey Pakistan.

Dr. Mehvish Baig started her professional career in USA where she was Director, Aiyon Clinical Research Center. Her expertise included managing all aspects of clinical development and data collection along with safety responsibilities, adherence to protocols and determining study completion. On moving back to Pakistan she worked at Shaukat Khanum Memorial Cancer Research Hospital where she was responsible for streamlining several processes and procedures involved in delivering smooth patient care including implementation of an electronic token system in the chemotherapy. She completed her MBA (Executive) from LUMS.

...only from Octara!!!

For Details:

Karachi: 021-34536306, 34547141, 34520093

✉ info@octara.com 🌐 www.octara.com 📌 teamoctara 📞 octaratraining 📱 teamoctara 📺 octaratraining

BUSINESS LEADER AS A COACH

April 18-19, 2019 - Karachi | 9:30 am to 5:00 pm

COURSE AGENDA

DAY 1

Session 1: Understanding your Coaching Program

- To understand the key differences between Coaching, Counselling and Mentoring
- To understand how Coaching helps in developing Potential and Profits

Session 2: Understanding your Coachee

- To evaluate the personality and preferable work style of your Coachees
- To determine that individual is coachable

Session 3: Pre-Coaching Guidelines

- Prepare coaching folder for each Coachee
- Place individually designed agreement form
- Coachee profile and performance summary report
- Stakeholder's interviews report
- Introductory meeting with Coachee
- Explain the process and frequency of sessions to Coachee
- Expectation Management

Session 4: Practice Session

- Prepare folders with documents
- Introductory meeting with Coachee

DAY 2

Session 1: Setting up for Success

- Identification and agreement on areas of growth
- Help the coachee develop his/her Goal
- Enable him/her to devise an action plan to achieve his/her Goal

Session 2: Guided Coaching Lab

- Manage progress review session
- Useful coaching conversations
- Give Feedback and Feed-forward to Coachee
- Create informal touch points and follow ups to stay informed

Session 3: Behavioral Coaching Model

- Challenges of changing behaviors
- Behavioral assessment tools
- Engage stakeholders to help the coachee change behaviors
- Manage behavioral change process as coach

Session 4: Conclusion of Coaching Engagement

- Goal achievement celebration
- Document the closure
- Seek feedback and feed-forward from Coachee

Who Should Attend

- Head of Departments
 - Senior Level Managers
 - Team Leaders
 - Line Managers
- Anyone who seeks to encourage and guide their employees' skills performance.

INVESTMENT

PKR **25,000**+SST
Per Participant

Group Discount is Available

FEE INCLUDES:

Course material, certificate of attendance, lunch, refreshments & business networking

Send your cheque in favor of Octara Private Limited
To: Umair Tariq, Admin & Accounts Executive
Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.
Tel: 021-34520708, Cell: 0302-4599773

Bring this program **In-house** at attractive discount

This workshop can be customized to suit specific needs of your organization which may lead to significant savings & avoiding pitfalls.
Please contact **Naveed Rahim** at naveed.rahim@octara.com
or call at **0334-3082767**



Helping You Succeed!

For Details: Karachi: 021-34520093, 34547141, 34520708

✉ info@octara.com 🌐 www.octara.com 📱 [teamoctara](https://www.facebook.com/teamoctara) 📞 [teamoctara](https://www.teamoctara.com) 📺 [octaratraining](https://www.octaratraining.com)