



UNIVERSITY OF
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**EXTENDED
LEARNING**

Coaching for Managers



Durban

OUR WORLD IS CHANGING...SHOULDN'T YOU?



Coaching for Managers

About this programme:

Coaching is a tool/technique that enhances a manager's performance and therefore the coachees' performance, and ultimately the organisation's performance. This short programme will equip delegates with coaching techniques to allow them to coach staff and to enable them to create a coaching culture within their environment.

How you will benefit. You will learn to:

Develop an understanding, appreciation and application, as in the latest research in the field, of a coaching approach to leadership/management enhancement and development in a range of practical workshop situations.

Key focus areas:

- Styles of leadership/styles of management
- What is coaching? What is mentoring?
- Soft skills for hard results
- Successful managers communicate successfully: thinking, listening, questioning (the coaching model)
- GROW (goal; reality; options; will to act – Sir John Whitmore)
- The concept and practice of the 'manager-coach': action to reflection
- Resolving a dilemma (race, gender, culture bias)
- Time Management (20:80 priorities; delegation, meetings)
- You and your team: motivation, shared values, shared goals
- Team dynamics
- Coaching your team through change
- Performance appraisal
- Learning transfer (ROI, ROE, MBTI, Kirkpatrick 4-Level Evaluation)

Who should attend:

Line managers at public, private and academic institutions

Entrance requirements:

This programme is suitable for practising line managers who have been selected by their institution/organisation. Delegates should have a minimum of a year's experience as a line manager.

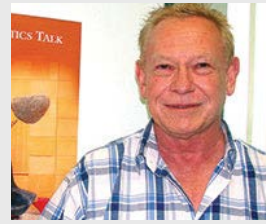
Programme fee:

The programme fee of R7 850 (incl. VAT) covers tuition and instruction material, lunches and refreshments

Duration:

Three Days

Facilitators include:



Professor Michael Chapman

Michael is currently the KZN Chairperson for Coaches and Mentors of South Africa (COMENSA). He is also an Emeritus Professor at UKZN and was the former Head of School of Literary Studies at UKZN. Michael is an A-rated NRF Researcher and has published a number of peer-reviewed articles, books and book chapters.



EXTENDED LEARNING

UKZN Extended Learning (UEL) is committed to enrichment through lifelong learning, by providing high quality credit and non-credit bearing programmes in collaboration with schools and colleges of the University of KwaZulu-Natal. In a fast-changing environment, developing relevant and useful skills and knowledge, and the capacity to deliver results, is more important than ever. Our programmes are designed using the very best methods by combining content, based on both tried and tested results, and recent cutting edge research, with interactive experiential teaching and learning from local and international experts, faculty and guest speakers.

Dates:

For updated start dates, please contact us or see our website: www.ukznextendedlearning.com

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Contact:

Adiela Raiman

+27 31 260 4665

raiman@ukzn.ac.za

University of KwaZulu-Natal, Howard College Campus, Gate 9
Room 212, Innovation Centre, Rick Turner Road, Durban, 4001
www.ukznextendedlearning.com