



The InsideOut Coaching Advantage™


Equipping Managers to Coach People to High Performance

Overview

Imagine if every conversation in your organization resulted in an immediate upsurge in job performance... if your managers were comfortable addressing difficult performance issues... and contributors felt affirmed and motivated by the process.

The InsideOut Coaching Advantage is a tool that can help your leaders and managers become more comfortable addressing difficult performance issues, while their employees feel affirmed and motivated by the process. It's an approach that makes workers want to change. This highly acclaimed program is fundamental for any company that wants to get high engagement from their workforce and create a coaching culture where employees perform to their peak potential and embrace what their company needs them to do.

What Participants Will Learn:

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- Implement a simple and systematic coaching process which can be applied in a variety of situations.
 - Coach others to recognize their true talents and apply them towards greater performance.
 - Assist others to maximize potential by creating awareness, setting goals, and creating focused action.
 - Help others develop action plans to increase performance, establish accountability and increase productivity.
 - Navigate difficult conversations with more confidence and accountability.
 - Communicate feedback in fast and effective ways.

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Benefit to You

Better Decisions - When individuals begin to use the InsideOut G.R.O.W. process, they experience an increase in their ability to formulate clear goals, identify useful options, and take decisive action.

Increased Accountability - InsideOut Coaching helps individuals and teams align their daily activities with organizational goals and objectives. Individuals become more accountable for their actions and their ultimate success. Along with this accountability comes motivation and personal buy-in.

High Performance - Our coaching process helps remove the interference that is holding back performance. Interference is removed by helping people focus on critical success factors. The result is high performance on a more frequent basis.

Common Language - Employees will begin to approach problems, job tasks and objectives with a common performance language and process. This coordination of effort increases trust, rapport, and respect among employees. Rather than people focusing on individual concerns, employees begin to focus on effective solutions that benefit the team and the organization.

Instant Application - The principles and processes are simple to understand and easy to apply. Practice sessions in the workshop deal with actual performance problems employees face on the job. Participants leave the workshop ready to apply the InsideOut methodology the minute they step back into the workplace.

Guaranteed Results - We are confident in our performance coaching process; we guarantee organizations will experience a breakthrough in their performance if they systematically apply the InsideOut Advantage coaching

What People are saying about The InsideOut Advantage:

"We consider your training program to be the finest of its kind. The approach is simple, powerful, and logical. The beauty of your program is that it is general in approach, yet specific in its application. Most importantly your workshop addressed our real-world concerns giving us individual feedback and practical tools for effectively tackling daily challenges."

David Lipsky, Ph.D.,
Executive Development, Merrill Lynch

"The coaching model and the G.R.O.W. process that you used in our training has been very valuable to us. Its ease of use and utility has prompted us to integrate it into several other training programs. We have now taken your training and coaching model and the G.R.O.W. process corporate-wide and have had tremendous success with it. Thanks again for the tools and training that have helped us draw out the best in our employees' vast potential!"

Patricia Freston, Manager Personnel Services,
Questar Corporation



INSIDEOUT™



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