



# navigational conversations™

## STRATEGIC COACHING SKILLS FOR LEADERS

*Navigational Conversations* provides organisational leaders with the skills to unlock the talents and problem-solving abilities of others.

A major challenge faced by many organisational leaders is their own tendency to be hands-on problem solvers. This skill may have contributed to their promotion to management, but it can easily become a limitation. Effective leaders know that their primary role is not to solve problems but to unleash the problem-solving capacity of those around them. Until they gain this skill, they are functioning as “worker bees” instead of leaders.

### Why You Need This Programme

- Many of your managers are doing too much hands-on work themselves.
- There is untapped potential in your workplace and you want to harness that potential.
- You need a fast, simple and practical way to help managers make the shift from problem solving to leading.

*Navigational Conversations* combines the key principles of coaching with extensive practice using actual situations faced by participants.

### Who Should Attend

This programme is designed specifically for organisational leaders interested in enhancing their capacity to develop others through effective coaching conversations.

The material is as suitable for senior leaders as it is for individuals assuming a leadership role for the first time.

**Day One** focuses on foundational principles and skills.

**Day Two** explores more advanced skills and more challenging coaching situations.



*Navigation: The science of getting... from place to place.*  
(Merriam-Webster)



Designed by seasoned coaches with senior management experience, *Navigational Conversations* is powerful, practical and timely.

### What Participants Learn

- The key principles that define successful coaching interactions.
- The difference between the problem-solving mindset and the navigational coaching mindset.
- When and where to apply a coach approach.
- A tested and proven 5-step coaching model.
- Fundamental coaching skills, including:
  - The Art of Conscious Listening
  - The Art of the Question
  - The Art of Telling
- How to provide effective positive, corrective, and developmental feedback.
- How to benchmark current coaching ability and assess progress.

### What Makes This Programme Unique

- The navigational metaphor illuminates coaching principles in a way that is clear and memorable.
- Key concepts are demonstrated with video examples.
- Forty years of combined leadership expertise has gone into developing this workshop.

Contact: