

# One-Day Workshop on COACHING FOR PERFORMANCE

Coaching as a mechanism for maximizing performance and productivity

## WORKSHOP OVERVIEW

In this workshop, the participants will learn the core techniques of high-quality coaching, allowing their coaching practice to move beyond a mere management tool and become a mechanism for maximizing performance and productivity.

## WORKSHOP OBJECTIVES

- Understand the importance of coaching
- Benchmark the best practices
- Build your coaching style
- Build a meaningful relationship that's focused on the coachee
- Getting the best out of people by setting clear objectives
- Hold people accountable for their actions and behaviors in a safe environment



## WORKSHOP CONTENTS

### Understanding Coaching

- Why Managers Must Develop Basic Coaching Skills
- Why Managers Don't Coach
- Best Practices from a Fortune 500 Company

### The Coaching Fundamentals

- Creating a safe environment
- Designing the relationship
- Learning to give feedback
- Setting Individual and Performance Goals

### Building The Coaching Habit

- Finding our coaching style
- Importance of self-management during the process
- Skills to self-management during coaching sessions

### The Coaching Practice

- Using GROW model and active questioning to structure high-performance conversations
- Coaching Strategies for managers
- Agreeing on a plan and follow-up

## METHODOLOGY

- Experimental Workshop
- Psychological techniques
- Interactive Case Studies
- Role Plays & Storytelling



TRAINER

# TAZEEN MOHSIN

ORGANIZATIONAL & ASSOCIATE  
CLINICAL PSYCHOLOGIST

Tazeen Mohsin is an organizational and an associate clinical psychologist with 10+years' experience working with individuals and corporates. She has delivered leadership and management programs for over 1500 employees both locally and internationally

## WHO CAN PARTICIPATE?

Managers and leaders who want to help others clarify and accomplish their most important goals and develop new skills to survive and thrive in an ever changing environment

## DATE

31 August '22 -  
Wednesday

*\*please note the change in date.*

## PARTICIPATION PACKAGE

**For EFP Members**

**Rs. 27,000** Incl. of taxes

**For EFP Non-Members**

**Rs. 30,000** Incl. of taxes

**Discount**

**10% on 3+ nominations**

*Note: If the participant/s does not show up or in case the nominated company itself withdraws nomination at any stage, the Processing Fees shall not be refundable/will be fully charged.*

## TIMINGS

09.00 am to 05.00 pm

## VENUE

Karachi

*(venue to be confirmed)*

## REGISTRATION

Email at  
trainings@efp.org.pk  
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