

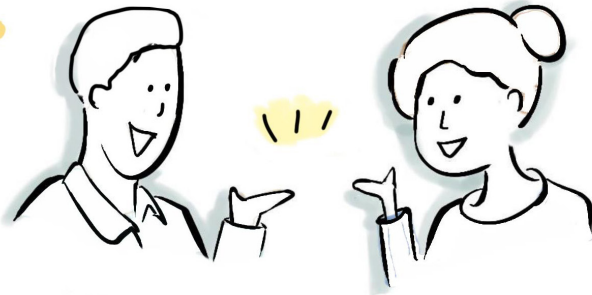


BALANCE POINT GROUP: COACHING FOR IMPACT™

THE WORKBOOK

This has been a much different conversation than we usually have, we got much further.

I think he really heard what I have to say.





HELLO!

Welcome to Balance Point Group's **BALANCE POINT: COACHING FOR IMPACT** program! The purpose of this course is to prepare you to hold productive conversations that will advance the development of individual and team performance. This course will provide you with practical skills, tools and frameworks that you can put to work immediately to strengthen the impact of the conversations that you are holding.

Through application of the techniques that you will learn in this program, you will be able to assist others in:

- Exploring what is important
- Reframing situations to see them in new ways
- Providing meaningful feedback that can be acted upon
- Uncovering possibilities
- Establishing actionable next steps that will advance performance and impact

Throughout this program, you will be partnering with master coaches as you explore how you will conduct productive conversations and add them to your current set of leadership skills.

“Tell me and I forget. Teach me and I remember. Involve me and I learn.”
- Benjamin Franklin

LEARNING ELEMENTS

How will I learn and sustain new skills?

Self-Awareness

You will define your own learning goals by examining what you do well and what your learning goals are as a leader-coach.

Coaching: Process and Conversation Techniques

Explore the impact your team would like to see from you as you build your coaching skills.

Practice and Feedback

Focus learning on specific skills. Determine what feedback you want in order to support your development as a coach.

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