



Building Your Leaders' Coaching Capability

Alexandria, VA | December 6-8, 2016



JOIN DR. JOE FOLKMAN

Tuesday morning will kick-off with Dr. Joe Folkman! Thought leader, author, and world expert in the field of leadership development, he'll share his thinking on Zenger Folkman's latest research and current leadership trends.

Next, you'll experience our award-winning *Extraordinary Coach Workshop*. You'll start the day Wednesday attending the 1/2-day *Elevating Feedback Workshop*. Later that afternoon our Facilitator Certification Workshop commences. You'll conclude the Certification Thursday at noon, fully certified to deliver our *Extraordinary Coach Workshop*.

During our Coaching Workshops you'll **develop the skills to be a truly extraordinary coach**. You'll also have a chance to network with those from other organizations who are passionate about coaching.

HOW MUCH DIFFERENCE DOES COACHING MAKE?

At Zenger Folkman, we studied the impact of leaders who increased their coaching effectiveness. We found a huge difference in the results produced by leaders who had the best coaching skills:

- 8 times higher levels of employee engagement and commitment!
- Over 3 times more willingness to "go the extra mile" for the team or organization
- 2.5 times higher levels of job satisfaction
- 2 times higher ratings of supervisor effectiveness
- Half as many employees thinking about quitting

VENUE

The George Washington University
Alexandria Graduate Education Center
1925 Ballenger Avenue, Suite 250
Alexandria, VA 22314



Daily Schedule

Tuesday, December 6

8:00am – 8:30am

Breakfast

8:30am – 9:30am

Speech, Dr. Joe Folkman

9:30am – 5:00pm

The Extraordinary Coach™ Workshop

Wednesday, December 7

8:00am – 12:00pm

Elevating Feedback™ Workshop

2:00pm – 5:00pm

The Extraordinary Coach™

Facilitator Certification begins

Thursday, December 8

8:00am – 12:00pm

The Extraordinary Coach™

Facilitator Certification continues

Facilitator

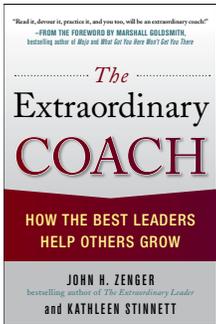
Joyce Palevitz

Vice President of Delivery Services and
Master Facilitator



THE EXTRAORDINARY COACH WORKSHOP (EC) 1-DAY

During the workshop each participant will:



- Learn the key objectives of on-the-job coaching and the bottom-line impact of extraordinary coaches
- Learn about the key attributes of great coaches, what they do and how they do it
- Discover why the coaching relationship is so critical
- Learn the powerful “FUEL coaching communication model” containing best practices and elements that should drive each coaching conversation
- Observe coaching demonstrations, practice the identified skills and receive immediate feedback

ELEVATING FEEDBACK WORKSHOP (EF) ½ DAY

Because feedback can be uncomfortable, it is frequently avoided by many managers. Yet it has the potential to provide enormous long-term benefits to individuals and to their organizations. During this half-day workshop participants will learn to:

- Seek feedback for themselves and provide feedback to others
- Utilize the proven FUEL model—which provides a clear path to follow
- Confidently provide positive feedback for recognition, and corrective feedback to help others recognize and overcome dysfunctional behavior

THE EXTRAORDINARY COACH FACILITATOR CERTIFICATION (ECFC)*

During our NEW, streamlined Extraordinary Coach Facilitator Certification workshop, candidates will:

- Strengthen their content knowledge about the coaching workshop and FUEL model
- Take a deeper dive into the Coaching Attributes and Perspectives Self-Assessment
- Familiarize themselves with the mechanics of activities, exercises, and debriefs
- Lead participants in the creation of their coaching development plans

*Prerequisite: Participants must have attended *The Extraordinary Coach* Workshop.

Registration Options and Fees



\$100
EARLY BIRD DISCOUNT
Must register by Nov 1, 2016

EC AND EF WORKSHOP: \$695

- EC only: **\$595 pp**
- EF only: **\$295 pp**

EC Facilitator Certification: \$3000

Includes EC and EF.
Approval required. Must have attended *The Extraordinary Coach* Workshop.

All registration options include the Breakfast speech with Joe Folkman.

For more info or to register, contact torbert@zengerfolkman.com or visit: <http://zengerfolkman.com/events>

Audience

For those involved in helping their organizations build a coaching culture, develop their leadership and coaching skills, or implement coaching programs.
(Not for independent practitioners or coaches.)