

2009

# Essential Conversation for Developing Others® (Advanced Coaching Clinic)



Part-time



# Essential Conversations for Developing Others® (Advanced Coaching Clinic)

Graduates of The Coaching Clinic® asked for a more advanced coaching programme, so Essential Conversations for Developing Others® was designed to answer that need.

This new programme builds coaching skills to greater levels of expertise, enabling managers to apply coaching confidently and adeptly in developmental conversations.

## Overview

You are challenged to raise your standards for constructive, collaborative conversations, and to explore the shifts required if you are to build a work environment that is truly self-sustaining and focused on developing people. Among the outcomes are:

- Competence in advanced coaching skills, thereby increasing the effectiveness of coaching conversations
- Skills to engage in courageous coaching conversations
- Confidence to enter into a developmental conversation
- Clarity on the relationship between performance and development
- Understanding of different learning styles and how these affect leadership development

## Content

You will:

- Renew the foundational principles for coaching, reinforcing the core concepts, skills and models presented in The Coaching Clinic®
- Raise your coaching skills to the next level with new models and tools, including using powerful language, gap bridging and more
- Look at your own learning style preferences, and explore how your learning style influences both your own development and that of those you coach
- Receive feedback on your own coaching style with tips to increase effectiveness
- Practise courageous conversations - how to initiate conversations about sensitive issues, carrying them through with confidence, sensitivity and integrity
- Be able to bring all of these elements together, creating an environment where development is valued

You will work with case studies together with real-life scenarios drawn from your unique business environment, supported with first-class printed materials and guided group interaction to maximise your learning experience.

## Assessment

There is no formal assessment, however formative feedback will be provided to students on an ongoing basis during the teaching/learning process.

## Entry Criteria

You must have completed The Coaching Clinic®.

## English Language Requirements

If you are an overseas student or a new resident and English is not your first language, please note that study at tertiary level requires both written and oral participation. You may be required to have an IELTS score of 5.5 or a TOEFL score of 500.

## Qualifications Gained

On completion of the programme you will receive a Certificate of Attendance from Corporate CoachU.

## Venue

Windermere Campus, Windermere Drive, Tauranga.

## Dates/Times/Duration

The programme is two days, Thursday 6 August and Friday 7 August, 8.30am to 5.00pm.

Additional programmes can be offered to groups of 12 or more people, or to companies by negotiation. Please enquire.

## Enrolment Procedure

Please complete an enrolment form available from the Information Centre, or email us at [info@boppoly.ac.nz](mailto:info@boppoly.ac.nz)

As places are limited we suggest that you enrol early to avoid disappointment.

## Fees

\$550.00

The fee includes a manual, morning tea, a light lunch and afternoon tea on each day.

Fees must be paid in full upon enrolment.

## Financial Assistance

This part-time programme is not approved for the payment of Student Loans or Student Allowances.

## Auahi Kore – Smokefree

We are proud to show leadership and commitment to a Smokefree New Zealand. As a result, smoking is not permitted on campus.

## Bay of Plenty Polytechnic

Private Bag 12001 Tauranga 3143 New Zealand  
Phone 07 544 0920 ext. 6891 Fax 07 544 2386

**Freephone 0800 267 7659**

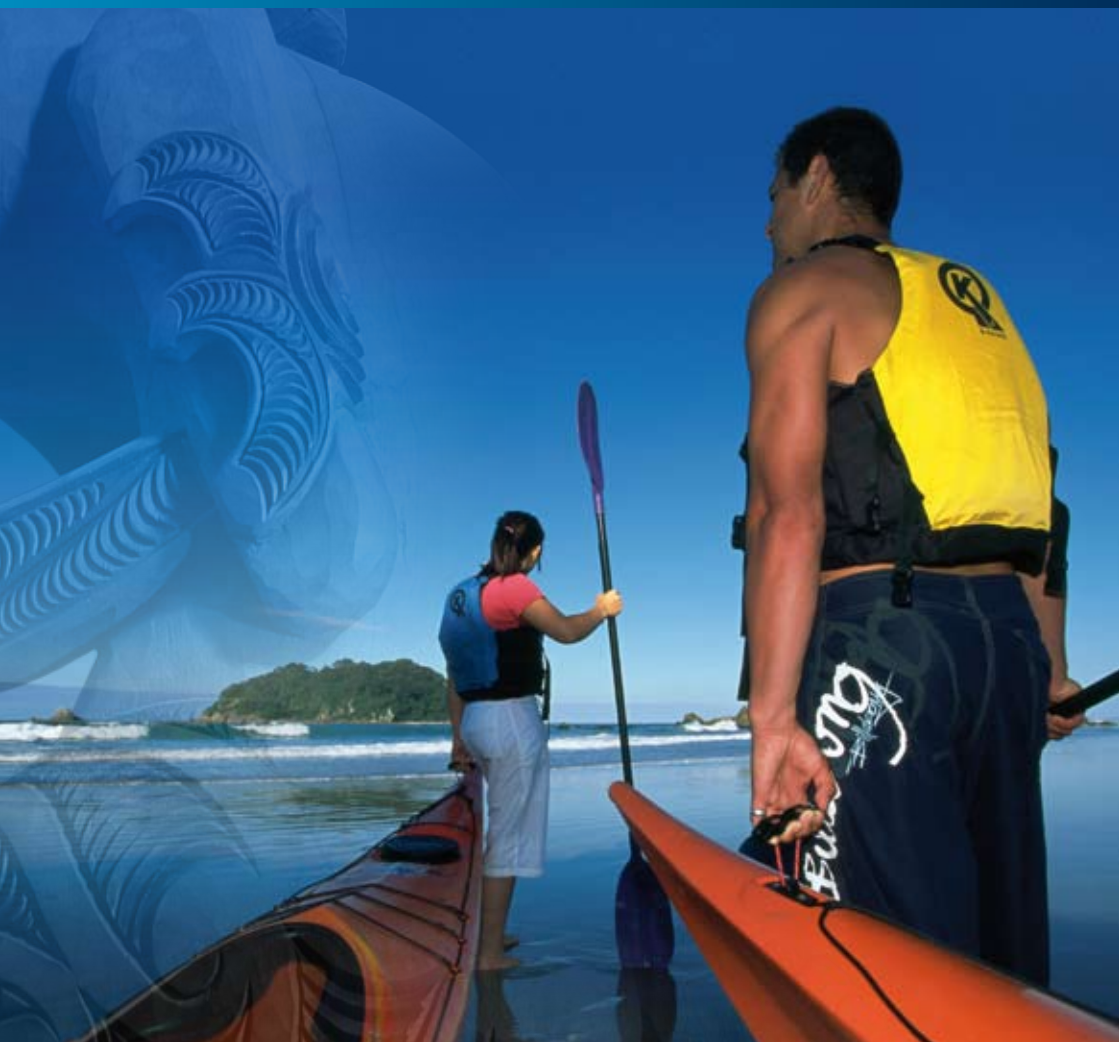
**Website [www.boppoly.ac.nz](http://www.boppoly.ac.nz)**

**Email [info@boppoly.ac.nz](mailto:info@boppoly.ac.nz)**



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TAURANGA**

Te Kuratini o Poike



Every effort was made to ensure the information contained in this brochure was correct at the time of printing. However development of our programmes is ongoing and changes may occur subject to Academic Board approval. Published days and times are indicative only and may be changed due to timetabling requirements. Bay of Plenty Polytechnic reserves the right to cancel or postpone any course due to insufficient numbers or circumstances beyond its control. In this instance fees will be refunded in full. Bay of Plenty Polytechnic agrees to observe and is bound by the Code of Practice for the Pastoral Care of International Students published by the Minister of Education. Copies of the Code are available on request from us or from the New Zealand Ministry of Education website at <http://www.minedu.govt.nz>.