

Debbie Bowman
CONSULTANT

Coaching for Sales Managers

Course content

- What is coaching and what is the role of a coach?
'The art of facilitating the performance, learning and development of another'
- Where does a coach sit? Is it on the pitch, in the stands or on the touchline?
- The spectrum of coaching skills ranging from the Directive approach to the Non- directive approach
- How and when to choose the most appropriate style
- Behaviours and skills that managers need to develop including assertiveness, asking questions, active listening, giving feedback, planning and organising, raising awareness and a drive for excellence.
- An easy to use modern 3 part coaching model
- Preview and Review Coaching

Contact details

020 8947 8320 / 07778 611492 / debbie.bowman@adsalestraining.co.uk