

COACHING AND MENTORING FOR PROFESSIONALS

2 DAYS TRAINING

“Virtual training – distance learning platform”

Suitable for: Leaders, Leadership Teams, Regional Leaders, Team Leaders, Aspiring Leaders

The course unlocks the hidden potential in leaders and helps them understand themselves better as people and as senior professionals. It involves a process to help executives focus on their business priorities while advancing their professional career and bringing out the potential of their teams.

WHAT WOULD YOU GET?

- Effective listening and powerful question forms.
- Challenging assumptions and habits.
- Understanding what drives us to think and behave as we do.
- Bringing clarity and personal resources and techniques to gain new perspective.
- Helping to implement personal and organizational changes.
- Achieving goals that motivate and inspire.

DAY 1

Where does success come from?

- Where are you and what do you want?
- Techniques for self-awareness; managing your state; defining ambitions and setting goals.
- What do you want to achieve, what needs to happen? what needs to change?
- Creating change successfully as a leader.
- Practical tools for understanding others.
- Manage others by understanding their reality.
- Learning what drives you and those you manage.
- Using tools such as the DISC Profile to you view your own and others' strengths.

DAY 2

Skills that underpin our success

- The power of questions: tell less, ask more.
- Deep listening and calibration skills.
- Interpreting the stories we tell about our lives.
- Understanding language patterns and tendencies.
- Setting our motivation and commitment.
- Using pre-suppositions to create our management style and vision.



Interactive sessions with supporting materials, based around coaching/NLP theory and practice. Cases, practical, group and individual reflective exercises and challenges

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Ed Peters is an accredited Performance Coach and Practitioner of NLP (Neuro-Linguistic Programming). He is also an accredited Practitioner of the DISC personality profile and has over 20 years' experience in the marketing of international education and in career guidance. He has been a regular conference presenter to a very diverse audiences from all over the world. His work has taken him across Eastern and Western Europe, South America, the Middle and Far East, and he has chaired a national marketing association in UK. He holds professional status as a Member of the Association for Coaching and Member of the Association for NLP. He is also a Chartered Marketer and Member of the Chartered Institute of Marketing. He took a "First" in German with French from King's College, University of London, where he was both exhibitor and prize-winner. He also undertook further study at the world-famous Guildhall School of Music and Drama in London and holds additional qualifications in Careers Guidance and Counselling Skills.



Gülsen Dikme is a qualified Coach, Master NLP Practitioner, and a certified public accountant through the Istanbul Chamber of Commerce. She draws on 17 years senior financial management experience in both the corporate and government sectors and extensive experience of consultancy for large and medium sized businesses. Now focusing solely on her coaching work, she has a growing client list of young people and adult professionals who are looking to overcome habits and thoughts that are holding them back.

Gülsen has a major interest in how people can combine a strong sense of organization and structure in their lives with the creativity and imagination to achieve beyond their expectations.

For more information, please contact Mr. Mustafa Hariri at mfhcad@rit.edu

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