



Leading Possibility

# The Coaching Leader™

## Origin Workshop

COACHING IS GLOBALLY RECOGNISED AS ONE OF THE KEY TECHNIQUES FOR PERFORMANCE IMPROVEMENT AND DEVELOPMENT OF TALENT ACROSS THE BUSINESS.

The Coaching Leader™ - Origin is an interactive workshop that offers you insight into the essential coaching skills you need to turn everyday conversations into coaching moments, while building accountability and developing the people around you.

### WHY Coaching?

Today's leaders and managers need to move away from relying on their technical skills and using a 'telling and directing' approach and move towards influencing, building relationships and trust, engaging their people and building accountability.

Coaching is recognised as one of the key techniques for performance improvement and development of talent cross the business. And has been proven to be the most effective way to increase engagement, innovation, accountability, responsibility and joint problem solving.

You need to equip yourself and your leaders to have coaching conversations all day every day. Almost every conversation in the workplace is an opportunity to coach. From 'have you got a minute?', to feedback, to performance reviews, team meetings and much more.

ORGANISATIONAL COACHING PRACTICE					
	Level of Coaching	Focus	Example	Impact	Coaching Practice
4	Hybrid	What, Who & How?	Cultural Transformation, Systemic Change	Transformational	Master
3	Inner Game	Who	Elevate Leadership Practice	Strategic	Expert
2	Process Coaching	How	Routine Process Augmentation eg Perf. Review process	Operational	Professional
1	Performance Coaching	What	Spot Fix Performance Improvement	Tactical	Rookie
	Absent	Absent	Absent	Absent	Absent

When I'm working with leaders, experts, mentors, trainers, coaches and consultants, I commonly find they want and need help to develop the following key areas of leadership coaching practise:

- How to develop a coaching self-awareness and apply this to action plans;
- How to coach other people to achieve great results;
- How to manage workplace relationships and create workplace effectiveness;
- How to build rapport in the workplace amongst individuals and teams;
- How to create and foster supportive attitudes, values and beliefs within the workplace to ensure corporate goals are achieved in alignment with personal values;
- How to manage conflict, difficult conversations and negotiations;
- How to give and receive effective feedback and build relationships in the workplace;
- How to design and implement coaching programs across an organisation;
- How to facilitate executive coaching programs;
- How to create and sustain a coaching culture;
- How to identify values, beliefs, and behaviours that enable the successful introduction of corporate strategy;
- How to create and measure real and sustainable change through coaching; and
- How to coach individuals and teams to achieve high performance.

COACHING CAPABILITY INDEX		
STATE	FOCUS	PERFORMANCE
MASTER	TRANSFORMATION	100%
EXPERT	ELEVATION	80%
PROFESSIONAL	AUGMENTATION	60%
ROOKIE	EVOLUTION	45%
UNTAUGHT	EDUCATION	30%
OBLIVIOUS	REVELATION	0%

#### THIS PROGRAM IS IDEAL FOR:

- ✓ Executive Leaders
- ✓ Senior Leaders
- ✓ Emerging Leaders
- ✓ Experts
- ✓ Trainers
- ✓ Mentors
- ✓ Coaches
- ✓ Consultants

## DEVELOP COACHING LEADERSHIP:

- ✓ Discover what coaching is, and is not, and when to coach in the workplace
- ✓ Understand how you can integrate a coaching approach into your management/leadership style
- ✓ Gain some coaching tools that you can implement immediately in your workplace
- ✓ Discover new ways to bring out the best in your people and elevate performance



## THE COACHING LEADER™ – ORIGIN COMES WITH THESE INCLUSIONS:

- ✓ The Coaching Leader™ – Origin LIVE Online Workshop
- ✓ Workshop Materials
- ✓ Coaching in The Workplace Video Series
- ✓ The Leadership Stretch
- ✓ 5 Powerful Questions
- ✓ The Three R's of Leadership
- ✓ Leadership Performance Boost, 28 Day Self-Coaching Challenge

[Program terms and conditions](#)

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*Stacey you are brilliant at what you do and I am so enjoying every day together. I can not tell you how glad I am that I did it online with you. I think the online is working out just perfectly.*

**Tracey Mathers**  
**Managing Director at Tracey Mathers**

*I highly recommend The Coaching Leader to anyone who is leading in any capacity or has a passion to lead. My initial intention in undertaking the program was really about personal growth with the hope that I might glean a few insights to help me feel more confident in leading people. However, the information and tools and skills I have developed have far exceeded my expectations. While Stacey is very professional, she is also authentic with a great sense of humour and generous with her thoughts and knowledge. I have been very energised to continue to grow as a coaching leader!*

**Tanya Doody**  
**Group Leader and Principal Research Scientist, CSIRO**

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FOR FURTHER INFORMATION:  
[www.ashleycoaching.com.au/TCLOrigin](http://www.ashleycoaching.com.au/TCLOrigin)