

CREATE AN ENQUIRY DRIVEN CULTURE. ♦

THE SECRET SAUCE OF SUCCESS

What difference would it make if your people: a) thought for themselves; b) asked for what they wanted rather than telling you after they resign; c) spoke up when they saw a better way of doing things?

To get people to tell you what they really think, we must ask them the right questions to get them to open up. Old-style hierarchical leaders don't have time to listen, so they rush to give solutions. In enquiry-driven cultures people adopt a question-based approach to challenges. This means a shift to becoming 'coach-like' in every meeting and one-to-one. This session will transform your business so that everyone is as entrepreneurial and motivated as you.

Suitable for all levels of management and leadership.

MAGIC QUESTIONS




OBJECTIVES

- ♦ Understand how to build (and lose) trust in your team
- ♦ Adjust from boss to coach
- ♦ Understand a simple coaching model
- ♦ Build a culture of continuous feedback

INCLUDES

- ♦ Psychological safety
- ♦ Situational coaching - when should you coach?
- ♦ Learning to listen and listening to learn exercise
- ♦ Speed coaching in the moment



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