

COACHING FOR HIGH PERFORMANCE



ENGAGE YOUR EMPLOYEES. BUILD COMMITMENT. ACHIEVE RESULTS.

Learning coaching skills is the best way to dramatically increase the commitment level, and performance, of your employees and team members. This keynote starts your powerful coaching journey.

Combining first-hand examples from both the sport and corporate worlds with an innovative coaching framework, Coaching for High Performance provides a provocative taste and exploration of the possibilities of coaching. Audience members will become intrigued and stimulated by the potential impact of coaching in both their business and personal lives.

OUR APPROACH

The audience is guided through Performance Coaching's coaching model with tangible examples of effective coaching strategies and outcomes. Participants learn:

THE DISTINGUISHING CHARACTERISTICS OF A COACHING STYLE

Coaching is powerfully different from other management styles. Understand the importance, and value, of your role as a developer of people. And... learn the two other defining aspects of coaching.

WHY COACHING? WHY NOW?

As a management style that emphasizes developing people, explore the relevance, fit and application of coaching in your particular organization – now. Insights discovered through the workshop create a compelling case for action.

THE 'WHAT' OF COACHING

Good coaches address clarity, recognition or competence in each conversation they have with their people. Learn what this means, how to have this conversation—and what results can occur.

THE 'HOW' OF COACHING

Learn how to successfully implement coaching from a practical, tools based standpoint. See how effective communications skills in consulting, teaching, mentoring, and in confronting situations, can help you ensure every interaction... is a coaching interaction—resulting in increased performance.

KNOW YOURSELF

It starts with you. A coach's beliefs, and what they are experiencing, determine the context in which they coach. Knowledge and management of self is truly vital in effective coaching.

ABOUT THE PRESENTER

DANE JENSEN is a furious cross-pollinator between the podium and the boardroom. As CEO of Performance Coaching, he works every day to enhance Canada's business and athletic competitiveness through better strategy and stronger leadership. His clients include CIBC, WestJet, University Health Network, the Canadian Paralympic Committee, the Canadian Sport Institute Ontario, and Right To Play. He has worked as an advisor to Senior Executives in 12 countries on 5 continents, he contributes regularly to The Globe and Mail on the topics of strategy and leadership, and was previously an Associate Partner at the strategy consultancy Monitor Deloitte.



"Working with Dane Jensen has been a game changer for us when it comes to strategy. Dane was engaged at a crucial moment for Paralympic Sport in Canada and his leadership throughout the [strategy] process was outstanding. He has provided our Board, myself, and my team with a refreshed set of skills ... and his strategic counsel has helped strengthen and clarify the path forward for CPC."

*—Karen O'Neill, CEO,
Canadian Paralympic Committee*



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