



BUILDING TRUST WITH COACHING CONVERSATIONS



As humans, we are designed to help others. We were also taught in school to solve problems. So when we start our professional careers, it is natural for us to advise and tell people what to do. Yet, most of us would prefer not to be told and to be empowered to think for ourselves. To effectively build trust and a long lasting partnership, coaching conversations are a great way to leave everyone feeling inspired, connected and engaged.

Learn to empower and inspire others in this interactive session.

LEARNING OBJECTIVES:

- The difference between advising and coaching and the pros and cons of both styles
- Define what makes a coaching conversation
- Learn the C-A-R-E Coaching Principles™
- Activate three levels of active listening
- Develop personal techniques for staying present