

## High Impact Portable Coaching Training

**Are you or your organisation wasting valuable time trying to motivate, challenge or change reluctant/obstructive staff?**

High Impact Portable Coaching (HIPC) has been developed to address the above after concerns expressed by senior/middle leaders in both educational and business settings.

*The training has three components: two group sessions (introduction and conclusion seminars) two brief case-studies and a Cloze Procedure test relating to HIPC.*

**The introduction seminar** will highlight the rationale behind HIPC, including the key principles/procedures that underpin it. In addition there will be opportunities to practice HIPC.

After this interactive session the participant will:

- Have a greater awareness/understanding of the key principles relating to effective negotiation, including HIPC.
- Become familiar with the key approaches that ensure challenge and changing perceptions
- Understand why so much time is wasted in trying to convince disinterested/unwilling staff/people.

**The Case-Studies** will give opportunities for the participants to develop their skills and extend their experience in HIPC.

**The Cloze Test** will ensure that the participants have a clear understanding about what HIPC is and what it is not! This is essential for the effective use of this coaching technique.

**This course is accredited by Excellence Through Employees**