



Open enrollment for  
**November 2022 cohort**

Designed for Professionals by Professionals

# Coaching skills for managers

As a way of managing people, coaching differs from the traditional corporate "command and control" approach and is more and more expected from managers as a leadership style in order to positively impact their teams, and, often even beyond, the organisation as a whole.

One can argue that it is impossible for a manager to act as a coach, given his/her position. We would challenge this as possible; but, it demands high levels and quality of **empathy, integrity and detachment**, as well as **curiosity** and a determination to adopt a **fundamentally different approach with ourselves and with the team**.

In this training you will discover what a coaching mindset is, focusing on **presence, deep listening and asking meaningful questions**.

It is not about you becoming a coach, it is about **acquiring coaching skills and tools that you will immediately be able to implement** in your work environment. It is about leading by example for the benefits of each of your team members, to allow growth, purpose and motivation.

Have you ever wondered how much your leadership style impacts your team dynamics?  
Join us now to maximise your potential as a leader and as a person.

## Who it is for?

The course is suitable for leaders, managers, line managers, team managers, HR professionals, and **everyone who is interested in learning and developing coaching skills that will enhance your overall effectiveness as a leader**.

# Training structure and event details

## Course schedule

### Module 1: Coaching Mindset

- What is coaching?
- Potential of coaching in business
- Setting up coaching relationship
- Coaching models

### Module 2: Coaching skills

- Setting goals
- Active listening in coaching
- Formulating powerful questions
- Power of metaphor in coaching
- Developing accountability

### Module 3: Coaching for performance

- Identifying motivational drivers
- Perspective coaching
- Activating inner resources
- Using coaching in feedback conversations

### Module 4: Team coaching

- Coaching approach with teams
- Team positivity & productivity strengths
- Toxic behaviors in teams
- Team culture: creative versus reactive

<b>Module 1:</b>	<b>23 November 2022</b>
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<b>Module 2:</b>	<b>24 November 2022</b>
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<b>Module 3:</b>	<b>7 December 2022</b>
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<b>Module 4:</b>	<b>8 December 2022</b>
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**Course timing: 10 am to 6pm EET**

**Format:** live online

**Language:** English

**Early bird: 1.200 EUR** (excl. VAT) for registrations until 23 October 2022

**Full program fee: 1.500 EUR** (excl. VAT)

- 20% for 2+ participants from the same company;
- 20% for PwC Alumni

Number of participants is limited to 12.

**[Book your seat here](#)**

**For more information please contact:**

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# Our tutors



## Zana Goic Petricevic

Zana is an executive leadership coach, team coach and training facilitator of Croatian origin. She is also a leadership game changer, a status quo challenger and a personal growth embracer. She has been trained with internationally recognised coaching and leadership development schools and is PCC accredited by the International Coaching Federation (ICF). Zana believes in the transformative power of bigger, bolder conversations in the area of coaching and leadership development. The essence of her work is to develop leaders who feel accountable to initiate such game changing conversations in their environment and take their individual and collective leadership consciousness to the next level. Her life-long mission is to cultivate bolder leadership within organisations in service of creating a more sustainable and meaningful world.



## Pilar Cabral Majerovic

Pilar is an executive business and team coach, coaching trainer, mentor and leadership lecturer. She is an Erickson International certified coach and is ACC accredited by the International Coaching Federation (ICF). Prior to moving into executive coaching and leadership facilitation, Pilar worked for 20 years in the corporate sector, mainly in the field of telecommunications and hospitality, where she held various management positions. For her, purpose comes from within each of us; it's something that can't be imposed or mandated from the outside. At the same time, it compels us to move outside to engage with the world around us.

Join us to discover, learn and practice what needs to be present for a **coaching leadership style** to make a meaningful impact!