



SKILLS PERFORMANCE COACHING

CALL 0345 071 2801 or
EMAIL enquiries@hemsleyfraser.co.uk
to find out more and to discuss your
requirements and pricing.



WHAT IS IT?

Skills performance coaching focuses primarily on effectiveness in the current role.

Specialist support is provided by a subject matter expert coach, chosen for their experience of the particular learning area.

Solution focused coaching ensures goals are clearly defined, progressed towards and achieved.



WHO IS IT FOR?

Any skill area that requires individual, targeted coaching support. For example:

- **Selling skills**
- **Presentation skills**
- **Advanced negotiation**
- **Manager as coach**
- **Having difficult conversations**
- **Apprenticeships – all levels**
- **Business partnering**
- **Account management**



WHY USE IT?

Some skill sets, or people, need personalised support – to refine their skills, improve their application, or extend their expertise.

Many skills also have defined standards to be achieved. Subject matter experts can help individuals achieve the required standard or progress to the next level.

Personalised 1:1 skills performance coaching helps learners to enhance their skills in a given aspect of their work.



HOW IT WORKS

The Hemsley Fraser coaching process – PACE - has been developed following extensive research.

It ensures rigour in each engagement, flexibility to meet individual client and organisational needs, and a commitment to deliver results.

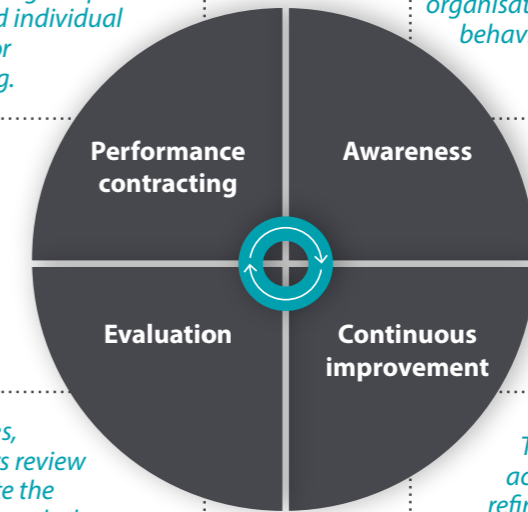
Individuals have a 30-minute chemistry conversation with a short list of relevant, qualified coaches.

Coaching sessions are 60 minutes long. Programmes can be 3, 6 or 12 sessions long.

In a safe environment, participants set goals, actively reflect on how things are going, address challenges, practice skills, and action plan.

The coach and key client stakeholders agree specific business and individual outcomes for the coaching.

The coach helps to heighten awareness of the organisational context, goals, behaviours, skills, personal motivation, barriers and impact.



At key stages, stakeholders review and evaluate the progress towards the defined objectives.

Through discussion, action, reflection and refinement, individuals progress towards their goals.



OPTIONS

1:1 sessions (3, 6 or 12)



PRICE

Contact us for details.