

## SeminarsWorld® Course Agenda

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# The Project Coach: How to Stretch and Develop Others While Getting the Work Done

**Instructor(s):** Lisa DiTullio

**Pre-work:** None

**Length:** 2 days

**CEUs:** 1.4 / See below for PDU breakdown

**Level:** Intermediate

**Primary Topic:** Leadership Development

**Subtopics:** Influence, Motivation, Communications

### Course Description:

Business coaching has evolved from fad to fundamental. Having the ability to “coach and develop others” is a necessary skill for all project managers. But with so much to do and so little guidance, how do project managers successfully stretch and develop others while getting the work done?

Successful coaching is based on asking rather than telling, on challenging rather than giving directions, and by holding a person accountable for results.

### Learning Objectives:

*Upon completion of this course, participants will be able to:*

- Describe what coaching is and what is it not
- Compare the difference between coaching and mentoring
- Identify the skills that managers will need to be an effective workplace coach
- Explain how to structure a coaching session with team members
- Understand how to coach for development and higher performance
- Suggest a useful framework for a coaching meeting

### AGENDA

- Performance relies on environment
- How to find the ‘right’ talent
- Collaborative leadership
  - Connect others
  - Select diversity
  - Start at the top
  - How to say No
- Staff engagement
- Feedback: How to give it, how to receive it
- Coaching vs. mentoring
- The GROW model
- Practice sessions

**Professional Development Units (PDUS)** are one-hour blocks of time spent learning, teaching others, or volunteering. By attending this SeminarsWorld course, you will be able to achieve the following PDUs as learning hours to apply for PMI certification or to maintain your certification status with PMI. [View](#) how your PDUs align with the PMI Talent Triangle®.

	Technical	Leadership	Strategic	Total
<b>CAPM / PMP / PgMP</b>	0	14	0	14.00
<b>PMI-ACP</b>	0	14	0	14.00
<b>PMI-SP</b>	0	14	0	14.00
<b>PMI-RMP</b>	0	14	0	14.00
<b>PfMP</b>	0	14	0	14.00
<b>PMI-PBA</b>	0	14	0	14.00

