

The new manager - coaching session

By Kate Cobb



www.successSURE.com

Synopsis

This coaching session will assist your clients explore the world of personal and corporate values and beliefs including writing a vision statement. If they are dissatisfied with current management practice, want to change and bring their humanity into 21st century corporate life, this helps you to coach them towards change.

How to ...

How to understand your personal and corporate values.

How to bring humanity into your business and its management.

How to pursue ethical business practices.

Kate Cobb

Kate Cobb is an experienced training consultant working internationally with public, private and not-for-profit organizations. A previous senior manager herself, her specialisms include management, leadership, personal development, communication and team working. She coaches senior executives and is also an author of training publications on a variety of topics aimed at managers and trainers. Kate lives in the South of France.

Introduction

The way we will manage in the future is not the way we managed in the past. The world of business is changing. Managers need to be encouraged to take this fully onboard. The purpose of this one-hour coaching session is to assist those who want to change and make themselves the New Managers that this century demands.

You will find coaching scripts and notes to support you, which include suggested exercises, as well as task sheets for your clients' use, along with suggested timings for each exercise. You will also need to be familiar with the concepts expressed in the article 'The New Manager' by Kate Cobb.

Exercise 1 – 5 minutes

Ask your client to think about their experience of change in the business world over the last ten years. Use the following questions as prompts and you may want to add examples from your own experience:

What have you noticed about business changes?

In technology, what do you take for granted now that you didn't use 10 years ago?

How have these things changed the way you manage?

Take 5 minutes to discuss this issue. Your conclu-