

Practical
Proven
People
Performance
Programs



Progress.

The **B·E·S·T** Performance Coaching System

‘Inspiring and motivating leaders to influence and improve their teams’ performance’

The BEST Performance Coaching System provides your managers, supervisors, team leaders and performance coaches with simple but sophisticated skills and strategies to influence, guide, teach, demonstrate and negotiate behaviours to drive performance through self-motivated people.

Recent years have seen a distinct shift in the roles and responsibilities of managers at all levels. One of the greatest challenges for leaders today, is the balancing of the operational aspects of the business along with empowering people to perform at their best. The BEST Performance Coaching System is designed to enable your managers to find this balance, and to work towards delivering the desired outcomes for your organisation.

Through the many years of our experience in management and training delivery, we have experienced the need for shifts in both will and skill, to bring about lasting behavioural change.

The BEST Performance Coaching System focuses strongly on skills – providing your people with a sound understanding of the principles of learning, communication and behavioural management, as well as proven simple easily-followed steps for an effective coaching process.

And equally important to us is the shift in will. The BEST Performance Coaching System is not designed as a motivational program, although it is highly motivational in its outcomes. Rather it guides managers to create the climate for their people to motivate themselves. Frequently managers avoid coaching because they believe they need to have all the answers. In fact they do not. They simply need to help their people find the answers. To give their people the confidence to bring out the best in themselves, to live up to their own potential, to reach their own goals in the pursuit of your organisation’s mission.



This philosophy, and the processes that support it, ensure your managers take away a practical proven methodology for effective on-the-job learning, and the commitment to use it.

Our Proven Program includes:

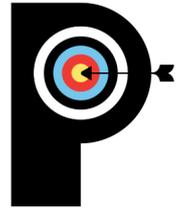
- The definition and description of a successful coach
- What the BEST coaches do
- The Three Laws of Enlightened Leadership
- Key Success Areas for coaching in your environment
- The barriers to coaching and how to bust them
- Motivational theory and reality in the workplace
- The principles of adult learning and behavioural change
- The BEST Performance Coaching System, processes and practice
- Essential awareness around language, internal state and communication
- Reward and recognition, and their role in coaching effectiveness
- Developing a broad coaching culture in your organization
- Coaching resistance and how to manage it
- You as coach – role ownership and self-management
- Project development and action plans.

Why Progress Training Works

Progress Program Design and Methodology

At Progress Training Systems we undertake extensive briefings and orientation activities with clients to ensure we understand your corporate culture, terminology and procedures. We conduct diagnostic evaluations to enable us, in partnership with you, to tailor and customise the selected program to suit your organisation's style, services and other development activities.

In our own experience, a lot of time and money can be wasted on development programs that don't work. We want to achieve results, for our clients primarily - but also for our own satisfaction, reputation and referral business. We know that the only effective behavioural change occurs over time, with good on-the-job coaching and support.



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We work hard to create clarity of role and purpose, to define and impart skills through practical and memorable systems, and to ensure a lasting legacy that continues to achieve results long after we have left. Within client parameters, we build our programs on our own fundamental Progress Training Systems principles and philosophies.

This intensive program is lively, interactive and enjoyable, providing valuable discovery-learning processes in a friendly environment, ensuring full support is provided in shifting both personal and organisational behaviour.

For further information on ways that Progress Training Systems can help your organisation Progress further, call today on +61 29527 2280 or email admin@progress.com.au