



## Taking Coaching Skills to new heights

*The most desired employees in today's workforce respond to three things: challenges, support, and rewards. The coaching leader knows how to provide them all, unleashing the spirit and energy every emerging star has to offer.*

~ **Brenda Corbett and Judith Colemon**  
Authors of *The Sherpa Guide: Process-Driven Executive Coaching*

### Four easy ways to register:

Phone: +1-706-542-3537 or

800-325-2090 (toll free in the USA)

Fax: +1-706-542-7537

Email: [Questions.PPD@georgiacenter.uga.edu](mailto:Questions.PPD@georgiacenter.uga.edu)

Online: [www.georgiacenter.uga.edu/is/coachingskills](http://www.georgiacenter.uga.edu/is/coachingskills)



The University of Georgia  
Center for Continuing Education



From the University of Georgia Center for Continuing Education  
Cosponsored by Sherpa Coaching, LLC

# Coaching Skills for High Performance

FALL 2009 Session: November 2-4, 2009

SPRING 2010 Session: April 19-21, 2010

### Program Objectives

This three-day program creates a powerful coaching mindset and winning skill set for managers and executives. Participants will work with published experts. This dynamic program provides the skills and techniques required to coach personnel to achieve peak performance.

### Who Should Attend

**Coaching Skills for High Performance** is appropriate for senior managers responsible for team performance, human resources and training professionals who develop "fast track" employees, or any leader who strives to get the best results from his or her team.

### Program Benefits

When individuals and teams want to be accountable, efficiency and productivity soar. **Coaching Skills for High Performance** reveals how you'll make accountability a positive force in the workplace on both individual and team levels. You will learn:

- Proven methods for creating a positive coaching environment
- More effective communication skills at every level
- How to build constructive accountability that makes teams thrive
- A proven process for delivering a clear set of expectations

### Program Content

This program, taught by the authors of *The Sherpa Guide: Process-Driven Executive Coaching*, covers principles of modern business coaching, including:

#### The Leader's Role as a Coach

- Creating higher levels of effectiveness
- Learning proven paths to peak performance
- Setting up "coaching moments" and meetings

#### The Sherpa Stance

- Focusing on business behavior
- Utilizing your personal inventory "toolbox"

#### A Culture of Communication

- Delivering and living out expectations
- Sorting through symptoms and opportunities
- Determining direction for the client/employee

#### Accountability House

- Selecting a path and resources
- Learning responsibility as a positive factor

#### Personalizing the Process

- Coaching styles
- Creating action plans

### **The Sherpa Guide**

*The Sherpa Guide: Process-Driven Executive Coaching* sets the standard for "how to coach" books and for the field of coaching itself. This book is packed with actionable items—tips and techniques for a coach to use with any client.

### Program Details

Fall 2009 Session

#### **Coaching Skills for High Performance, #68829**

November 2-4, 2009 (18 hours)

9am – 4pm

Location: The University of Georgia Gwinnett Campus  
(Lawrenceville, Georgia)

or

Spring 2010 Session

#### **Coaching Skills for High Performance, #68830**

April 19-21, 2010 (18 hours)

9am – 4pm

Location: The University of Georgia Gwinnett Campus  
(Lawrenceville, Georgia)

### What is a Sherpa Coach?

The model for the Sherpa executive coach is the Himalayan guide. Of all mountain escorts, Sherpas are the most knowledgeable. They help climbers choose a course and reach the summit. In the same way, leaders with Sherpa coaching skills provide tools, and share knowledge of the best path for their employees to follow.

### Instructors

The course will be taught by either Brenda Corbett or Judith Coleman, authors of *The Sherpa Guide: Process-Driven Executive Coaching*. Marshall Goldsmith, the world's leading executive coach, says: "Corbett and Coleman are doing significant work that defines the industry. They're the next generation of world leaders in coaching." A signed copy of *The Sherpa Guide* is included with each program enrollment.

### Registration

Class size is limited.

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Program details are subject to change.

### Related Executive Education Programs

#### **Sherpa Executive Coaching Certification Program**

Master the six-phase Sherpa coaching process and learn the skills and techniques necessary to enable others to achieve professional success. An Executive Coaching Certificate is granted upon successful completion of the program.

[www.georgiacenter.uga.edu/is/coach](http://www.georgiacenter.uga.edu/is/coach)

### Program Details

Fall 2009 Session

#### **Sherpa Executive Coaching Certification Program, #68199**

October 12-16, 2009, and December 1-4, 2009

Location: The University of Georgia Center for  
Continuing Education Conference Center & Hotel  
(Athens, Georgia)

or

Spring 2010 Session

#### **Sherpa Executive Coaching Certification Program, #68278**

March 15-19, 2010, and May 11-14, 2010

Location: The University of Georgia Center for Continuing  
Education Conference Center & Hotel  
(Athens, Georgia)