MANAGEMENT

MG50-1 Coaching Skills for Managers

Effective leadership goes beyond managing tasks — it requires the ability to develop people and unlock their potential. Coaching is a key skill that enables managers to support learning, improve performance and build a culture of continuous development within their teams. This practical programme focuses on developing team capability through coaching and mentoring. Participants will gain the knowledge and confidence to apply coaching techniques in everyday management situations, helping individuals take ownership of their development while enhancing overall team performance. Through interactive discussions, practical exercises and real-life scenarios, participants will explore how to integrate coaching into their leadership approach and create a supportive, high-performing team environment.

Course Information

Duration: 1 day

London (£795): 20th May 2026, 15th July 2026, 9th September 2026, 28th October 2026, 16th December 2026, 9th June 2027, 28th July 2027, 22nd September 2027, 10th November 2027, 12th January 2028, 29th March 2028

Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

Who is the course suitable for?

This course is designed for new and aspiring managers, team leaders and supervisors who are responsible for developing others and want to enhance their ability to coach, support performance, and build stronger, more capable teams.

Course profile

Developing People Through Coaching

- The role of coaching in leadership and team development
- Coaching vs mentoring vs directing: choosing the right approach
- The manager as a coach: mindset and behaviours
- Introduction to coaching frameworks (e.g. GROW model)
- Core coaching skills: active listening, questioning, and building trust

Coaching for Performance and Growth

- Structuring effective coaching conversations
- Supporting goal setting and continuous improvement
- Delivering constructive feedback and managing performance discussions
- Encouraging accountability and ownership within teams
- Integrating coaching into day-to-day management practice
- Developing a personal coaching action plan

Competencies

At the end of this course, delegates will be able to:

- Understand the role of coaching within effective leadership and team development
- Differentiate between coaching, mentoring, and directing approaches
- Apply structured coaching models to support individual and team performance
- Conduct effective coaching conversations that encourage reflection and ownership
- Deliver constructive feedback to support growth and improvement
- Build a positive learning culture within their teams
- Develop a practical action plan to apply coaching techniques in the workplace

Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

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