MANAGEMENT

MG52-1 Transforming Performance Conversations

This course focuses on how to use coaching approaches to make performance conversations more effective, purposeful, and results-focused. Strong performance conversations play an essential role in creating clarity, strengthening accountability, and supporting continuous improvement. Participants will explore how coaching skills can be used to improve the quality of day-to-day performance dialogue, helping individuals reflect, take ownership, and identify practical actions. The session equips managers and leaders with approaches to handle performance conversations in a way that supports both immediate performance and longer-term development.

Course Information

Duration: 1 day

London (£795): 7th July 2026, 10th November 2026, 13th April 2027, 24th August 2027, 11th January 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 managers and leaders who want to strengthen performance by improving the quality of their conversations, using coaching to drive greater ownership, clarity and results.

Course profile

Coaching for Performance Conversations

- Understanding the role of coaching in driving performance and accountability
- Moving from directive to coaching-led conversations
- Using structured questioning to improve clarity and ownership
- Delivering feedback that is clear, specific, and actionable
- Handling difficult conversations and resistance effectively
- Embedding regular, high-quality performance conversations into daily management

Competencies

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

- Use coaching techniques to improve the quality of performance conversations
- Ask effective questions that drive insight, ownership, and action
- Provide clear, constructive feedback that improves performance
- Handle challenging or sensitive conversations with confidence
- Build accountability and support development through regular dialogue

Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

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