

## Management Development Program > Short Course

# Coaching for Improved Work Outcomes

*Optimising individual and team performance*

### Connect, motivate and inspire

A successful manager not only understands the value of coaching but knows how and when to use it. Well developed coaching skills ensure that today's leaders and managers are able to connect with, motivate, develop and shape their teams to achieve personal and organisational success.

Through coaching you can inspire and empower others to identify realistic goals and map the path to their achievement. Coaching includes motivating teams and individuals, fostering cooperation and shaping behaviours. And most importantly, it acknowledges that the most effective answers for all of us lie within.

*Coaching for Empowerment* will provide you with the framework and hands-on practise necessary to realise your coaching potential and create a supportive and nurturing "coaching culture" within your team and/or organisation.

### Develop your personal coaching action plan

You will leave this dynamic and interactive program with a personal coaching action plan and the tools for implementation on your return to the workplace. During this two-day program you will learn to:

- Understand the importance of coaching.
- Master and practice the major steps in the coaching process.
- Tailor your coaching conversations to connect with each individual.
- Uncover and overcome potential obstacles to successful coaching.
- Recognise when coaching is the preferred tool for performance enhancement.
- Identify broad opportunities for coaching in your organisation.

### Stimulating, interactive learning

*Coaching for Empowerment* is conducted as a highly interactive small-group workshop. It will provide you with a stimulating, hands-on learning experience, imparting valuable skills and knowledge with immediate application.

You will experience the difference a coaching approach makes through the use of scenarios, demonstrations and active participation. You will also be given ample opportunity for one-on-one interaction with the presenter and fellow participants, and to practise your own coaching skills within a supportive environment.

### Who should attend?

This program is suitable for managers and team and project leaders who are responsible for developing individuals and/or teams into more effective contributors to organisational success.

The coaching skills that you will develop will be easily transferable across industry borders and will apply equally to the public and private sector.

#### Venue

Executive Education Unit

The University of Adelaide  
7th Floor  
10 Pulteney Street  
Adelaide

#### Date

Wed 6 - Thurs 7 May, 2009

#### Time

9am - 5pm  
(Light lunches provided)

#### Cost

\$1,250 per person GST-free  
(Group and Earlybird discounts available)

#### Customisation

This program can be tailored to meet the needs of your organisation.

#### Contact

p: (08) 8303 3268

f: (08) 8303 6140

[amanda.bramwell@adelaide.edu.au](mailto:amanda.bramwell@adelaide.edu.au)

[www.adelaide.edu.au/professions/execed](http://www.adelaide.edu.au/professions/execed)

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*"A well-balanced mix of theory and practical... Good energy, flexible and easy to understand."*

2008 feedback

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## Group discounts

The fee for one or two participants is \$1,250 per person. For bookings of three, however, a discounted total fee of \$3,187 is offered – a reduction of 15% per person. And for five, a total fee of \$5,000 is offered – a reduction of 20% per person.

## Earlybird discount

For registrations **with payment** received no later than 28 days prior to commencement of the program, a discount of 10% applies as per the following table:

	1 person	3 people	5 people
Earlybird Fee	\$1,125	\$2,868	\$4,500
Earlybird Saving	\$125	\$319	\$500
Standard Group Fee	\$1,250	\$3,187	\$5,000

Please note that this program is GST-free.

For more information on this or any other MDP Short Course, call Amanda Bramwell on (08) 8303 3268 or e-mail [amanda.bramwell@adelaide.edu.au](mailto:amanda.bramwell@adelaide.edu.au)

## Cancellations and deferrals

If written notification of cancellation or deferral is received no less than three weeks prior to the program start date, the full fee will be refunded. If notification is received between four days and three weeks prior to the program start date, a 25% fee will apply. If notification is received less than four working days prior to the program start date, the full fee will be forfeited.

If the intended participant is unable to attend, a suitable substitute will be accepted right up to the morning of the program with no financial penalty.

## Accommodation (optional)

While this program is non-residential, a number of nearby hotels do offer accommodation at special rates for MDP participants should you require it. Please contact Amanda Bramwell through the channels listed below should you require any further information.

## The presenter

**Sue Zablud**  
B Com, MBA



Sue has operated her own highly successful consultancy in the fields of coaching, mentoring and career management since 2003. Prior to this she directed the development of an innovative and internationally recognised career management and coaching service within the MBA program at Mt Eliza Business School.

An accomplished communicator and presenter, Sue has considerable experience and expertise in facilitating workshops in top-200 companies, the public sector and SME environments. She has developed and directed executive programs on coaching, career management and leadership and is highly skilled in providing one-on-one coaching services to executives and their teams.

*"Sue was very supportive and gave personal comment to each individual as needed."*

2008 feedback

## Registration Form and Tax Invoice Upon completion of this form, including the relevant payment, this form will become a Tax Invoice. ABN 61 249 878 937

# Coaching for Improved Work Outcomes: Wed 6 - Thurs 7 May, 2009

**YES I/we would like to enhance my/our personal coaching skills.**

Please accept the following registration(s) at this MDP:

Number of people attending:  Amount payable (GST-free): \$

Name:   
title first name last name

Position:

Organisation:

Postal Address:

Postcode:

Phone:  Fax:

E-mail:

My organisation is:  Government  Non-Government

### Method of payment

**Cheque** (please make payable to The University of Adelaide) and forward with a copy of THIS registration form to Amanda Bramwell at the address below.

**Debit my:**  Mastercard  Visa  Amex

Card No.:

Cardholder's Name:

Signature:  Expiry date:

I would prefer not to receive promotional material regarding future programs offered by the Executive Education Unit.

### Now mail or fax to:

**Amanda Bramwell**  
**Executive Education Unit**  
**The University of Adelaide, SA 5005.**  
**Fax: (08) 8303 6140.**