

- WHO WE ARE ▶
- HOW WE CAN HELP YOU ▶
- EXPERIENCE AND EXPERTISE ▶
- BIDS ▶
- CLIENT STORIES ▶
- CONTACT US ▶

How Can We Help You?

- ▶ How can we help you?
- ▶ What we have done for others
- ▶ Critical success factors

CRITICAL SUCCESS FACTORS

The factors that we focus on to ensure success in introducing any coaching assignment are as follows:

- Ensuring the commitment of both the coachee and sponsor to the coaching process;

We are often in a position to advise the sponsor, usually a CEO or major function head, on how to introduce the topic of coaching to the executive and support the sponsor with communications. We have available a range of best practice communication tools.
- Ensuring clear contracting with the sponsor over required deliverables, and the design of an appropriate measurements and monitoring regime, incorporating business individual and coaching indicators;
- The ability to coach the whole person - while focusing on the delivery of business results. The unique advantage of coaching is that we can go deep into the personal motivations, personality profile, and specific style of each individual. This requires masterful coaching - the ability to listen contextually, pursue deep questioning and the courage to tell the truth;
- The ability to act with high integrity, respect for confidentiality and a commitment, first and foremost, to the needs of the person being coached;