

Aviation Leadership and Management Skills Development - Introduction to Performance Coaching in Aviation Operations & Maintenance – ½ Day

Introduction

What is a Performance Coach?

First to consider the role of Leaders & Managers, Leaders typically share their visions and drive the business process to reach the goal whilst Managers strive to deliver results by exerting controls within an organisational business structure and within an agreed budgets.

The role of a "Performance Coach" is to engage with the client and encourage the client to reach a conclusion without the coach providing your interpretation of events or giving directions. The whole point of coaching is for the client to reach their own conclusions and understandings and to determine their own actions.

So we could say that a coach's role is to gently guide prompt their client's thinking without being either judgmental or presenting any prejudice. Coaching can easily become a part of organisational culture & behaviour including team briefings / meetings as well as encourage such activities as a function of, individual development and customer focused activities

Who is the Course for?

The training is suitable for every level in the organizational structure as its aim is to improve the overall performance and efficiency of processes.

What is the Benefit of this Training –What will I learn?

- a) Gain an understanding regarding the need to build listening skills as well as attention to body language of the client.
- b) Understand the need for engaging with open question techniques.
- c) Understand how effective coaching supports the organisations entire business value structure and provides an environment whereby all team members feel supported by and encouraged to continue self-development.
- d) Develop a passionate attitude towards the coaching role as well as accepting the need for continuous development both of self and mechanisms (tools) for engagement.
- e) Become more focused and able to measure & monitor ongoing situations are an essential attribute of a highly effective coach.

tel + 359 2 821 08 06
email office@sassofia.com

www.sassofia.com

Date	On Demand
Category	Personal Development
Venue	On Demand
Level	Basic
Price	On Demand

Why Should I choose SAS for the training?

Sofema Aviation Services is a Regulatory Training and Consulting company with 45 years of commercial aviation experience and 10 years operational experience. Since the start we have provided certificates to approx 20,000 delegates and we have grown for 2 primary reasons! The first is that we are professional and we listen to our customers.

The second reason is a combination of outstanding course fees, together with a world beating discount program which leaves our competitors way behind – please do not take our word for it, [check it out!](#)

What Makes SAS Aviation Leadership and Management Skills Development - Introduction to Performance Coaching in Aviation Operations & Maintenance – ½ Day Different?

Because our courses are written by people who have lived through the regulations. The author of the training material has more than 25 years' experience as an auditor across the entire regulatory spectrum.

At Sofema Aviation Services our focus is on accepting that compliance with Regulations is in fact minimum compliance. Interpreting the regulations in a way which enables the development and optimisation of our business is where we should see opportunity to drive efficiencies and cost saving.

Detailed Content / Topics - The following Subjects will be addressed

- Characteristics of Good Coach
- Elements of Good Coaching Session
- Communication Skills for Effective Coaching
- Five Steps of Coaching for Optimal Performance
- Coaching Strategies for Different Behavioural Style

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Target groups

All levels of expertise within the organizational environment.

Pre-requisites

A background in the aviation environment.

Learning Objectives

- a) Build listening skills as well as attention to body language of the client.
- b) Engage with open question techniques
- d) Develop a passionate attitude towards the coaching role as well as accepting the need for continuous development both of self and mechanisms (tools) for engagement.
- e) Become more focused and able to measure & monitor ongoing situations are an essential attribute of a highly effective coach

What do People Say about Sofema Aviation Services Training?

"This training offers very good explanations of difficult topics."

"All aspect were useful, the examples were great."

"This training helped me to develop some new skills."

"The instructor is very resourceful and intelligent."

"Having a visual material helps a lot the learning process."

Duration

½ day – Start at 09.00 and finish at 13.00, with appropriate refreshment breaks.

To register for this training, please email office@sassofia.com or Call +359 28210806

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