



Management  
Centre Europe®

**MCE Services**

# Coaching from a Distance

**Live Online**

# What are Live Online Programmes?

MCE in partnership with our parent company AMA is now offering **Live Online Training** in the EMEA region. You can access these scheduled live stream training programmes from anywhere. They cover the key business topics of our top Open Training Programmes.

## What are Live Online Training Programmes?

- 3 or 4 scheduled sessions of 3 hours
- delivered to small groups in a virtual classroom with an online video meetings tool
- interactive with breakout rooms and discussions
- facilitator led with live interaction



***Avoid hotel and travel costs and minimize the time away from work.***



**No Travel Needed**

## Key Benefits

- Variety of activities that create a live and dynamic learning experience
- Real-world advice from practitioners in the field
- Online, virtual, convenient, high-quality and consistent learning
- Cost-effective and no travel necessary
- Live, personal feedback from your facilitator and peers

# Coaching from a Distance

## Developing Your Team When You Can't Be Face to Face

### SESSION 1 (3 hours)

#### What It Takes to Coach from a Distance

- Assess Your Strengths and Weaknesses as a Virtual Coach
- Explain the Virtual Coaching Model
- Describe an Effective Blend of Focus on Coaching Tasks, Emotional Intelligence, and Coaching Skills

### SESSION 2 (3 hours)

#### Developmental Coaching

- Demonstrate the Ability to Utilize the DiSC® Profile to Plan Developmental Coaching Sessions
- Demonstrate Flexibility in Adapting to Different Styles
- Develop the Ability to Pay Attention to Strengths and Provide Strengths Feedback

#### Performance Coaching

- Demonstrate the Ability to Use the DiSC® Model to Determine the Priorities of Direct Reports and Others
- Demonstrate Flexibility in Adapting to Different Styles
- Demonstrate Flexibility in Adapting to Different Styles

### SESSION 3 (3 hours)

#### Data Gathering for Coaching Virtually

- Describe Ways to Gather Data for Virtual Coaching
- Create Individualized "Dashboards" to Track the Data
- Use the Positive/Negative (P/N) Ratio as a Source of Data
- Use Probing Questions
- Identify EI Behaviors That Require Coaching

#### Applying Virtual Coaching Tools and Techniques

- Use the Virtual Coaching Model to Plan a Virtual Coaching Session
- Assess Your Virtual Coaching Strengths Through Feedback
- Identify Ways to Gather Data for Individuals on Your Team
- Use a Planning Template to Plan the Session

### SESSION 4 (3 hours)

#### Techniques to Increase Virtual Team Effectiveness

- Define Virtual Team Stages/Life Cycles and Coaching Needs
- Define Characteristics of Effective Virtual Teams
- Describe Ways to Build Trust at Each Stage of Virtual Team Development
- Understand Team Emotional and Social Intelligence and the Implications for Team Coaching
- Apply Team Coaching Principles to Real Situations/Challenges

**Live Online**

## Dates

#### Group #1 – 4 sessions

- 14:00 - 17:00 (CET)

**20-21-22-23 APRIL 2020**

#### Group #2 – 4 sessions

- 14:00 - 17:00 (CET)

**25-26-27-28 MAY 2020**

#### Group #3 – 4 sessions

- 14:00 - 17:00 (CET)

**22-23-24-25 JUNE 2020**

## Practical Details

**Schedule :** 4 SESSIONS of 3 hours each**Language :** English**Price :** €2150**Format :** Online



→ **Key Facts**

# About MCE



**400,000**

*Participants on MCE training  
programmes since 1961*



**59 years**

*Providing Learning &  
Development (L&D) services in  
the EMEA region*



**1,700**

*Client companies which we have  
worked with delivering customized  
& in company learning solutions*



**6,200**

*In Company Training Solutions  
delivered in more than  
94 countries*



**50+**

*Open Training Programmes  
running throughout the  
EMEA region*



**10,000**

*Managers & Leaders inspired by  
MCE's management development  
solutions each year*



**Contact us Today**