

Scorecard Coaching

Drive business results through a collaborative coaching process



SELF-PACED
E-LEARNING

1-2
HOURS



SKILLS
APPLICATION
LAB

1
DAY

OVERVIEW

This program, which includes a self-study e-learning course and an immersive Skills Application Lab (SAL), gives your organization's managers the skills to enhance the productivity and peak performance of their teams through effective coaching techniques that assess how employees are meeting their goals. The e-learning course, which is titled Coaching Conversations, builds foundational knowledge that is necessary for participation in the SAL. During the SAL, participants practice building a stronger staff by increasing motivation, developing employee focus, and improving company culture through results-based collaborative coaching.

WHO SHOULD ATTEND

This course is for all levels of management in the sales and service organization. In order to take the Scorecard Coaching SAL, participants must pass the Coaching Conversations e-learning course with an assessment score of at least 80%.

RESULTS AND BUSINESS BENEFITS

Upon completion, participants will be able to:

- Improve employee motivation, productivity and retention
- Develop stronger and more focused individuals
- Expand consistency in culture and performance
- Increase focus on key business development initiatives
- Develop greater skills in team leadership and individual leadership
- Increase potential for creating superior customer experiences and more significant sales growth

LEARNING TOPICS

1

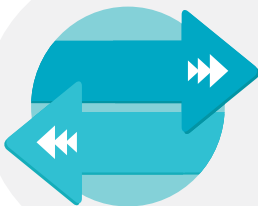
Coaching the
Performance
Pyramid

2

The Scorecard
Coaching
Conversation

3

Scorecard
Coaching Skill
Practice



BLENDED LEARNING BY OMEGA PERFORMANCE

The Omega Performance blended learning experience helps participants learn critical skills, deepen comprehension, and improve on-the-job skill application and sustainment. Self-paced E-Learning courses present learning objectives and enhance understanding in a highly-interactive online environment, while in-person, instructor-led Skills Application Labs (SALs) provide participants with the opportunity to collaboratively apply skills to real-world cases.



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