

The Power of Coaching Techniques

An introduction to coaching and skills you can use to support your Primary Care Network Development.

The South East Leadership and Lifelong Learning Team are delighted to announce the launch of The Power of Coaching Techniques programme in the South East region. The programme will reflect on the rapid changes COVID has brought about the way we work and designed to equip primary care staff with the understanding, tools, and skills that using a coaching approach can bring to support your Primary Care Network (PCN) to develop and evolve.

For PCNs, operating in the context of increasing complexity and ambition requires the ability to build relationships, listen and talk openly, to set aside preconceived ideas of best practice and truly collaborate. This, in turn, needs a leadership shift from 'problem-solver' to 'coach'. Evidence tells us the development of these vital coaching skills can build confidence, develop non-clinical leadership skills and support change.

This programme has been developed to support anyone who is working to bring about changes to support their PCN development, and is aimed at those who are relatively new to coaching or who have had some experience but little formal coaching training

Workshop objectives:

- Explore the knowledge, behaviours, mind-set and strategies required to coach others well
- Explore coaching styles, theory and structures and put these into practice
- Practice some of the key skills involved, and connect these into real-world contexts

Workshops will include:

- Why coach?
- What do you already have? What else do you need?
- A look at different styles of coaching and when to use them
- The core skills of coaching
- Giving feedback
- Handling emotions
- Co-coaching of peers
- Forum theatre
- Small group practice of PCN-related coaching challenges, enabling you to practise a real situation, in a safe environment, and explore and try-out different approaches



Style of the workshops:

All workshops will be delivered virtually

- Interactive and participative.
- A mixture of theory and practical exercises to bring the theory to life and explore the practical application of the techniques and strategies
- The gaps between contact days will present important opportunities to experiment, gather real-time data, receive feedback, reflect and refine

This programme also includes follow-on Action Learning sessions intended to allow reconnecting with colleagues, sharing stories of your experience of putting the skills from the workshop into practice and an opportunity to carry out some further practice with the support of a Practive Facilitator. These additional sessions will take place after the final session, on dates to be agreed amongst the group.

The team delivering the workshops:

- The team delivering the workshops is from an organisation called Practive
- Practive is a leadership development consultancy that has been designing and delivering developmental workshops for NHS staff at all levels for over fifteen years
- The Practive team delivering these workshops will be Adam Woodroffe, Joel Greig and Deborah Asante
- For more information, visit Practive's website at www.practione.net

Programme Dates

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| • Wednesday 5 th May 2021 | 1.30pm – 4.30pm |
| • Tuesday 18 th May 2021 | 9.30am – 12.30pm |
| • Tuesday 22 nd June 2021 | 1.30pm – 4.30pm |
| • Friday 2 nd July 2021 | 9.30am – 12.30pm |

“The workshops were excellent. The balance of theory and application of models/techniques was well considered and well-paced, with a fantastic facilitator of group work. I find myself using what I learned at these workshops with patients, colleagues, staff, students and appraisees on a daily basis, all with good effect. It really has changed how I approach daily interactions.” West London GP

To register your interest in this programme please complete your application form [here](#).

For any enquiries, please email nhsi.selll@nhs.net

NHS England and NHS Improvement

