

Bespoke in House Training Programmes Provided By The Coaching Clinic®

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YOUR TRAINING NOW

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'Transforming Limits Into Resources Rapidly'

The Coaching Clinic is A Centre of Excellence for Advanced Strategic Coaching, Advanced Strategic Problem Solving, and Effective Strategies for Communication, Influence and Persuasion. At The Coaching Clinic® we provide highest quality bespoke in-house training packages to teams and individuals in organisations. Our training is of the highest standards. **The Coaching Clinic**, assists employees, managers, corporate executives and team leaders to enhance their performance in very specific areas such as:

- Advanced Strategic Communication,
- Excellence in leadership,
- Advanced Strategic Problem Solving,

- Team building,
- Advanced Strategic Coaching skills,
- Advanced Stratagems for Success,
- New Science of Performance Logics
- Advanced Decisions Making Techniques,
- Public Speaking and Presentation Strategies,
- Effective Self Management Strategies

We seek to help employees and leaders, manage themselves, their relationships and prevent or resolve personal emotional blocks or difficulties with others and work by enhancing existing teams or in helping to grow new ones.

Specific training programmes can be modified and tailor made to the organisation, below is an outline of our most sought after and frequently provided programmes.

Part-1 THE MODEL OF STRATEGIC PROBLEM SOLVING

- Science and art of Problem Solving: Flexibility, rigor and educated inventiveness.
- Using strategies to achieve goals rather than defending theory
- Solution-strategies, avoiding hypothetical explanations of problems.
- Solutions that reveal the problems: the intervention research in the field of problem solving.

- The Advanced Strategic Problem Solving ® Model.
- Strategic problem solving technique:
 - Leaving late to arrive early: careful and pragmatic definition of the problem;
 - make the imagination a reality: concretely representation the objective to be achieved;
 - solutions that complicate the problem: architects and victims of our reality: the solutions that worked. If you have already done so maybe you can do it again;
 - Neither more than the same, nor the opposite, neither the middle way but the alternative.

The construction of effective and efficient solutions;

- Steal the future to change the present: the technique of the scenario beyond the problem;
- If you want to straighten something, try to distort it more: the technique of how to worsen;
- From the point of arrival to the starting point: the technique of the mountain climber.
- Nothing too much just what is enough: Predictability and auto-correction of the plan.

THE PRAGMATICS OF STRATEGIC COMMUNICATION

- The first contact. Non-verbal communication and first impression effect: posture, gait, use of the gaze. If you can do properly you can not even see it.
- Intimacy of gaze, physical contact, voice, suggestive capture.
- Third contact: from upright posture to the sitting posture, a floating look.

Managing Relational Contact.

- Active listening and non-verbal interaction.
- Discriminating, orienting questions with the illusion of alternatives.
- Harmonizing the voice and the proxemics, assonance and dissonance of your image.
- Tune in to the position and logic of the other, create the complementarity for change.

- **Strategic questions:** investigate to orient new perspectives. Increase the possibilities of choice.
- **Restructuring paraphrases:** redefining form and content to create alternatives for change.
- language that evokes emotions corrective.
- **From dialogue to action plans:** to indicate, to enjoin, to prescribe.
- **The Gaze, the voice** and the proxemics of the to inject.
- Not to Convince or manipulate but to persuade

THE LOGIC OF STRATEGIC CHANGE

- **Ordinary, non-ordinary logic and logic and self-deception.** How the mind is there in a functional or dysfunctional way.
- **The logic of ambivalences.** Contradictions, paradoxes and beliefs as rigorous tools for change.
- **Strategies, tactics, single Interventions:** from game theory and the art of war to evolved strategic logic.
- **Art and science of the stratagem:** magic and technology of strategic change.
- **The thirteen essential stratagems:** Ride your tiger and the tigers of others.
- **Overcoming Resistance to change.**

THE LANGUAGE OF LEADERSHIP-STRATEGIC DIALOGUE. THE STRUCTURE OF THE TECHNIQUE: KNOWING HOW TO CHANGE

- Dialogue, dialogue and dialectics: the subtle forms of persuasion.
- The structure of the strategic dialogue.
- Questions to illusion of alternatives.
- The restructuring paraphrases.
- Evoking sensations.
- Summarize to redefine.
- Prescription as a joint discovery.

Part-2

DECISION MAKING. The Typical Problems Created by Decision-Making

- **Types of decisions:**
 - the perception in the mind of the observer;
 - critical decisions;
 - difficult decisions;
 - complex decisions;

- extreme decisions;
- instinctive decisions;
- unavoidable decisions;
- the courage and determination to decide;
- decision-making practical skills and abilities.

THE FEAR OF DECISIONS; BUILDING THE COURAGE TO CHOOSE FOR YOURSELF AND FOR OTHERS

- **The forms of fear of deciding:**

- the fear of making mistakes;
- the fear of not being capable;
- the fear of losing face;
- the fear of not having or losing control;
- the fear of unpopularity.

- **Managing fear of decisions:**

- strategies and stratagems to overcome fear and manage decision anxiety;
- strategies and stratagems for decision anguish;
- strategies and stratagems to avoid decision-making stress;
- strategies and stratagems for obsessive doubts and decision compulsions.

Part-3

PUBLIC SPEAKING

- Dual communication, towards the group, towards the crowd.
- Dance between logical and analogical language.
- Management of criticisms and objections.
- **Expose or train:** differences between public exposure and training.
- **Training styles:** adapt the style to the characteristics of the group.
- Management of evaluation of training outcomes as a tool for improving acquisitions.
- Use and avoidance of technological supports for the purpose of persuasive public speaking.

THE ART OF SPEAKING IN PUBLIC

- The Art of Oratory, the use of effective rhetoric,

Modern rhetoric and performative communication applied to the small groups, larger groups and crowds.

- Non-verbal and para-verbal communication in public.

- The structure of strategic debate.
 - Techniques of fascination and suggestive capture of the public.
 - Strategies and stratagems for the management of stress and fear of speaking in public
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Part-4

THE STRATEGIC COACHING MODEL. TRANSFORMING LIMITS INTO RESOURCES

- Analysis of the redundant attempted solution;
- Search for exceptions and solution oriented intervention.
- **Unlock perceived personal incapability:** transform limits into resources.
- Advanced incapability;
- Primary incapability.

STRATEGIC EMOTIONAL INTELLIGENCE: BASIC SENSATIONS AND INTERVENTION STRATAGEMS

- **Fear:** intervention stratagems
- **Anger:** intervention stratagems
- **Pain:** stratagems of intervention
- **Pleasure:** intervention stratagems

STRATEGIC LEADERSHIP

- **The different types of leadership and how to utilise them:**
 - the authoritarian leader
 - the democratic leader
 - the permissive leader
 - the visionary leader
 - the overprotective leader
 - the intermittent leader
 - the delegating leader

Effective leadership: strategic authority

- The development of the charisma
- The strategic leader: the art of delegating, controlling and correcting
- Leadership and management of organizational dynamics
- The leader as a strategic communicator
- The leader as a strategic problem solver

STRATEGIC SELF HELP

- **the Mental-traps of thinking:**

- the deception of expectations
- the illusion of definitive knowledge
- the myth of perfect reasoning
- I feel it so it is
- think positively
- consistency at all costs
- overvaluing and / or underestimating

- **Mental-traps of action:**

- to insist
- give up and surrender
- the desire to control
- avoidance
- postpone
- the aid that damages
- defend yourself in advance
- Publicise everything
- Psycho-solutions: Building visions that lead to changing dysfunctional dispositions and reactions
- The stratagem of changing always to always remain oneself.

The Delicate Art of Self-Belief - Lying to ourselves or Lying to Others

- Lying to oneself
- The benefit of lying to oneself
- The cost of lying to oneself
- Defence mechanisms and cognitive self-deception
- Pragmatics and practical aspects of lying
- Removing the mask: How to unveil a liar
- Lying by telling the truth. Telling the truth by lying