



Goal setting in a coaching style

Setting goals is critical in coaching – they help the client to get from where they are now to where they want to be and maintain their motivation along the way. The EXACT goal setting model was developed specifically for use in coaching and stands on the shoulders of the well-established SMART model.

What will I learn?

During this highly interactive workshop, keynote speaker Carol Wilson will:

- Demonstrate how to coach to an EXACT goal with a volunteer
- Explore how EXACT works through group discussion
- Pinpoint why it differs from SMART
- Explain how EXACT operates on a neural level by engaging the brain's Reticular Activating System to enable people to achieve their goals
- Identify when it is most appropriate to use EXACT or SMART

Participants will have the opportunity to practise, discuss and ask questions about all aspects of goal-setting and will receive comprehensive fact sheets to take away.

Who should attend?

Executive and leadership coaches, learning and development professionals, and leaders and managers who would like to develop a coaching culture.

Keynote speaker

Carol Wilson is managing director of Performance Coach Training in partnership with Sir John Whitmore, Europe's first pioneer of coaching. A professional speaker, writer and broadcaster, Carol is Head of Accreditation and Honorary Vice President at the Association for Coaching.

Facilitator

Angela Peacock is chair of the award-winning People Development Team. Forthright and entertaining, Angela is a popular keynote speaker and a regular guest on BBC Radio 5 Live's topical commentary programmes. She is also a consultant facilitator, working with executive teams and boards helping to develop solutions to a wide range of strategic issues.

What makes managers tick?

Why do people become managers, what do they think of the role and at what point in their careers do they make the step into a managerial career? ILM will reveal the findings of its research into the reality of being a manager today exclusively at this series of events.

Event details

Location	Date
London	20 January
Glasgow	3 February
Southampton	10 February
Belfast	14 May

Event timetable

12.30	Buffet lunch
13.15	Goal setting in a coaching style
14.15	Facilitated discussion
15.00	Tea/coffee
15.15	What makes managers tick?
16.00	Facilitated discussion
16.30	Close

Price

£113.85/€159 (£99+VAT)

For more information and how to book

If you would like more information on a particular event or to book your place please contact the Events Team:

T +44 (0)1543 266896.

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