

AMA2559: COACHING FROM A DISTANCE: DEVELOPING YOUR TEAM WHEN YOU CAN'T BE FACE TO FACE

Course Code: 2450

Successful coaching is challenging and rewarding—but coaching remotely or in a virtual environment demands all-new rules.

The countless ways in which professionals now communicate means business can be conducted almost anywhere. This has introduced the element of distance (both real and virtual) between coach and subject. Coaching skills that once worked so effectively face-to-face won't get the job done today. For a remote or virtual environment, coaches must develop an entirely new battery of skills—from innovative ways of listening to new measures of coaching success. This new Live Online Seminar covers it all in four dynamic lessons, with a sharp focus on skill-building and modeling techniques that will enable coaches to move their teams to the next level of professional development regardless of distance.

What You'll Learn

- Diagnose the specific kind of coaching that the situation requires
- Provide coaching directed toward development, career planning and performance management
- Develop critical listening skills—to “hear between the lines”
- Make the right connections to foster cohesion and teamwork
- Execute your strategy with the appropriate set of tools and techniques
- Compensate for lack of “face time” and visual cues

Who Needs to Attend

Managers, team leaders, senior managers and project managers of global and geographically dispersed teams.

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VIRTUAL CLASSROOM LIVE

\$2,795 USD

4 Day

Virtual Classroom Live Outline

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

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
- Summarize the Virtual Coaching Model Skills and Behaviors

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

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

Oct 20 - 21, 2025 | 9:00 AM - 5:00 PM EDT

Dec 4 - 5, 2025 | 9:00 AM - 5:00 PM EST

Feb 2 - 3, 2026 | 10:00 AM - 6:00 PM EST

Apr 13 - 14, 2026 | 9:00 AM - 5:00 PM EDT

Jun 22 - 23, 2026 | 9:00 AM - 5:00 PM EDT

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