LEADING WITH A COACHING MINDSET
MEET YOUR WEBINAR SPEAKERS

ADAORA AYOADE

MOJISOLA OLUBUMMO
ADAORA AYOADE

- PCC, ICF Coach
- President, ICF Nigeria Chapter
- Co-leader, ICF Global Coach Training Community
- Leadership & Executive Coach
- Lead Facilitator, EZCoaching
- CEO EZ37 Solutions LTD.
Chief Human Resource Officer, Lagoon Hospitals
Certified Life Coach
SME Consultant
Chartered Institute of Personnel Management (MCIPM)
Senior Professional in Human Resources- International (SPHRi)- HRCI
Global Professional in Human Resources(GPHR)-HRCI
MAKING USE OF THE ONLINE TOOLS DURING THE WEBINAR
WEBINAR
EXPECTATIONS
AND BENEFITS
WEBINAR OBJECTIVES

By the end of this webinar, you should be able to:

- Identify how coaching can help to unleash organisations' potential
- Identify how an individual can be an enabler of continuous development
- Understand the secret to unlocking creativity and productivity within organizations
WEBINAR ROADMAP

- The Guide to Training by IFC
- What is Coaching?
- Coaching Mindset
- Leading with a Coaching Mindset
- Boundaries of Coaching
- Growth and Fixed Mindsets
- Client-centered Perspective
- Managing Your Emotions
- Everyone needs a Coach
- What can support you?
- Conclusion
THE GUIDE TO TRAINING BY IFC
WHAT IS COACHING?
Coaching involves “partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential” (International Coach Federation).

**Partnership:** Thought provoking & creative process

**Aim:** Achievement of maximum potential

**Development:** Personal and/or professional

**Guide:** Own thoughts & ideas; client fully capable of taking own decision

**It is not:** Mentoring, Therapy, Counselling, Consultancy

**Responsibility & Accountability:** Self, Coachee, Client
Coaching Mindset is developing and maintaining a mindset that is open, curious, flexible and client-centered.

-International Coaching Federation (ICF)
LEADING WITH A COACHING MINDSET

Be curious!!!

Resist the urge to always provide answers!!!

THEY ARE MORE CAPABLE THAN YOU KNOW
BOUNDARIES OF COACHING

Coaching → Ask instead of tell → Enhance awareness → Know nothing!
GROWTH AND FIXED MINDSETS

GROWTH MINDSET
- I can try a different strategy.
- Is this really my best work?
- This may take some time and effort.

FIXED MINDSET
- I can’t do this.
- This work is good enough.
- This is too hard.
CLIENT-CENTERED PERSPECTIVE

RESOURCEFUL CREATIVE AND WHOLE
“Let’s not forget that the little emotions are the great captains of our lives, and we obey them without realizing it.”

- Vincent Van Gogh
Does every leader need to have coaching skills? Please share your thoughts.
What can support you to lead with a coaching mindset?

- Acquire coach training skills
- Become a certified coach
- Engage a coach
HOW COACHING IS INFLUENCING PEOPLE AND THE WORKPLACE

Source: ICF Global Coaching Client study 2016
"We have done lots of research over the past three years, and we have found that leaders who have the best coaching skills have better business results."

-Tanya Clemens, V.P. of Global Executive & Organizational Development at IBM
WEBINAR OBJECTIVES REVISITED

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THANK YOU