



FROM PLAYER TO COACH: MAKING THE  
SUCCESSFUL TRANSITION TO MANAGEMENT  
with Dr. Michael Woodward  
\$395 (US) per person

VIRTUAL SESSION (3-HOUR)

## FROM PLAYER TO COACH: MAKING THE SUCCESSFUL TRANSITION TO MANAGEMENT

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The transition from star player to team coach is a tremendous leap. All too often new managers are thrown into challenging circumstances with limited support and resources. With the move to virtual environments, managing is more stressful than ever before.

During this program, you will be introduced to the GROW model, a strategic framework for enhancing personal and team growth, alongside advanced listening skills to deepen understanding and connection in conversations. Participants will also learn the "Ask & Drain" technique, a method for facilitating impactful coaching dialogues that encourage clear thinking and actionable solutions. Aimed at new and emerging leaders, who are looking to refine their coaching and leadership acumen, this program promises to transform the way leaders interact with and develop their teams.

# DR. MICHAEL WOODWARD

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Dr. Michael Woodward is a Clinical Assistant Professor of Executive Coaching at New York University (NYU) where he leads the Master of Science program in Executive Coaching and Organizational Consulting. As a consultant and professional coach, Dr. Woody works with both private and corporate clients on building management and leadership capacity. He is the author of the Amazon.com top selling job book *The YOU Plan: A 5-step guide to Taking Charge of Your Career in the New Economy*. Dr. Woody has also published award-winning research on teamwork titled *Cooperation and Competition: The Effects of Team Entrainment and Reward Structure*.

Dr. Woodward has appeared on TODAY Show, LIVE w/ Regis & Kelly, Fox & Friends, and CNN among many others. He has been quoted in the Wall Street Journal, Forbes, and Miami Herald as an expert on workplace issues. He has worked with management and executive level clients at such organizations as: Bacardi USA, SAP, Sugar Foods Corporation, and Department of Homeland Security. Prior to founding HCI in 2005, Dr. Woody served as a management and human resources consultant for PricewaterhouseCoopers Consulting (PwC).

## TOPICS COVERED

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### EFFECTIVE COACHING CONVERSATIONS:

UNDERSTANDING THE IMPORTANCE OF EFFECTIVE COMMUNICATION IN COACHING  
EXPLORING THE COMPONENTS OF AN EFFECTIVE COACHING CONVERSATION MODEL/LI>

### LISTENING TECHNIQUES FOR COACHES:

ACTIVE LISTENING: TECHNIQUES FOR FULLY ENGAGING WITH COACHEES  
REFLECTIVE LISTENING: USING REFLECTIVE STATEMENTS TO DEEPEN UNDERSTANDING

### THE GROW MODEL:

INTRODUCTION TO THE GROW MODEL AND ITS COMPONENTS  
APPLYING THE GROW MODEL TO INDIVIDUAL COACHING SESSIONS  
USING THE GROW MODEL FOR TEAM DEVELOPMENT AND GOAL-SETTING

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