



COURSE DESCRIPTION

MASTERING VIRTUAL COACHING SKILLS

- **Experiential:** Build on your virtual coaching strengths and overcome your biggest opportunity in realistic conversation scenarios – **learn by doing**
- **Safe:** Practice your virtual coaching skills in a safe environment, 1:1 with a certified Roleplayer Coach
- **Fast:** Improve your virtual coaching skills significantly in a short time – just two to three hours of practice
- **Personalized:** customized in-the-moment to your own level of experience with coaching
- **Flexible:** practice and master the coaching conversations you're used to having
- **Deliberate:** Target the three most impactful virtual coaching skills



WHY USE PRACTICE TO MASTER VIRTUAL COACHING SKILLS?

Until recently, most workplace coaching conversations happened face-to-face and in person. Today and in the future, with managers and leaders working and coaching remotely, in-person coaching isn't an option.

And building the coaching skills that leaders need to succeed in a virtual work world takes focus and practice.

So, what if there was a faster and more effective way to transfer knowledge and accelerate the development of virtual coaching skills? And what if that way were safe: a no-risk environment in which leaders could learn, take risks, try new coaching skills in realistic scenarios with professional coaches?

Well, now there is. At Practica Learning, managers and leaders work one-to-one with our Roleplayer Coaches by phone or video conference. They have an opportunity to practice challenging virtual coaching scenarios and then receive safe, confidential feedback and coaching from the perspective of the coachee.

And they receive feedback not just on what they said and did but on how the coachee felt in the moment and how that changed the outcome of the conversation.

It's an innovative and affordable virtual solution that can quickly close skill gaps. And since the training is 1:1, it's concentrated, easy to schedule and customized to individual gaps. Imagine what a game-changer this could be for you.

Benefits to you:

You'll work one-to-one and confidentially with a professional Roleplayer Coach who will help you practice, refine, and master your virtual coaching skills. You'll learn your biggest strengths and the one area you need to improve to be more successful. You'll also receive a personalized action plan via email that will help keep you on track. Best of all, when you're done, you'll feel more confident and be more skilled with virtual coaching conversations.

Duration and Content:

Each one-hour session includes:

- Review of core virtual coaching skills
- Roleplay and practice
- Supportive feedback and coaching, including further practice
- Action planning you can take back to work

What participants have said:

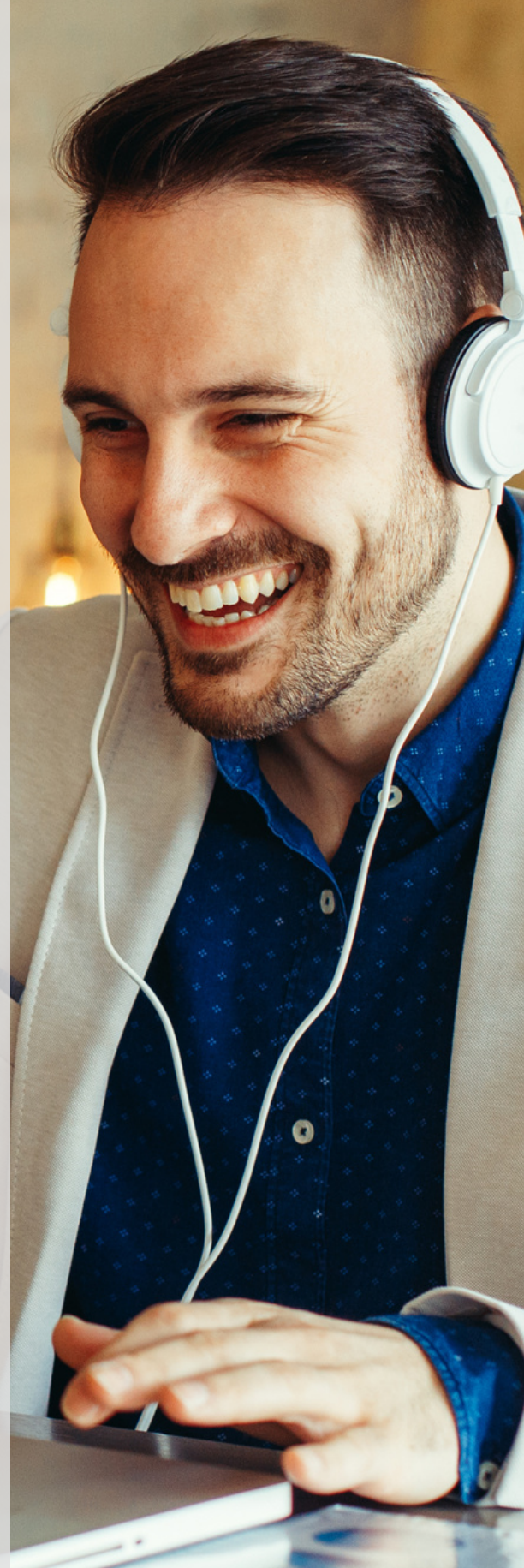
"An excellent experience: an opportunity to practice and get feedback from someone outside the organization, when I'm used to working in a vacuum with no coaching. I loved the scenario that challenged me to overcome defensiveness." - Rameez

"Great! I've been telling people this was great during the process. I'm a big fan. At first I was resistant to the idea of roleplaying with actors but now I see this is productive for managers at all levels of management. It would be even more beneficial if the actors could come into the office and work with us in person." - Anjelica

About Practica Learning:

Practica Learning has worked 1:1 with thousands of sales professionals over the last 20 years. Our clients include many of the top U.S. and Canadian Banks as well as major airlines, pharmaceutical firms, and manufacturers. Practica Learning has developed a unique methodology of experiential practice which generates impressive performance improvements.

Our courses are brief and tailored to specific needs, gaps or initiatives. Through virtual practice sessions of roleplay, feedback, and supportive coaching, Practica Learning quickly improves the effectiveness of your important conversations: sales, coaching, peer-to-peer, leadership.



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