How To Become More Assertive As A Leader

Consultative Selling Skills – The PULSE Model

How To Manage Resources

Coaching Blueprint

FUEL Your Session

Frame the conversation
Set the context and the focus for the conversation

Understand the current state
Help the coachee to gain awareness about themselves and what is currently happening

Explore the desired state
Help the coachee to identify and to think about the desired outcome. What's the end game?

Lay out a success plan
Help the coachee to explore the options and to create an action plan and next steps which will achieve the end goal

Power Questions

1. How would you define 'resource management'?
2. How would you address a lack of skill within the team? Probe for examples.
3. Which resources are included under the 'machinery' banner?
4. What does resource management have to do with running a project?
5. What could you do if it's the will that's lacking from a project team member?
6. Give me some examples of the methods which could operate within the project team.
7. What are the 5 M's?
8. To motivate the team, selling the benefits of the project for them is a good idea. Give some examples of benefits.
9. Describe what a directive leadership style looks like. What about eyes on, hands off?
10. Tell me about 'the skill and the will'?
11. What are the two types of feedback?
12. What is the most useful and versatile resource of them all?
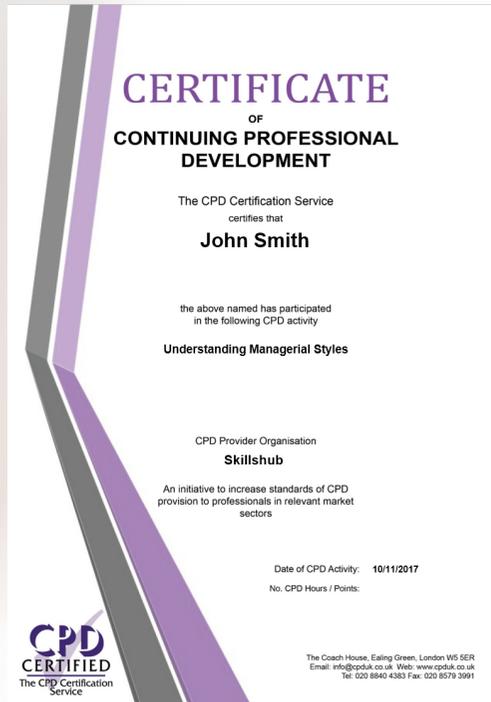
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Session: PM3

At A Glance Content Library
Coaching Blueprints

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CERTIFICATE
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CONTINUING PROFESSIONAL DEVELOPMENT

The CPD Certification Service
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the above named has participated
in the following CPD activity

Understanding Managerial Styles

CPD Provider Organisation

Skillshub

An initiative to increase standards of CPD
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*"Skillshub's content and platform is of the very highest standard. The CPD Certification Service is proud to support and partner with this innovative and modern approach to learning and development. In our view Skillshub provides an **effective solution for today's time poor workforce** which is focused on **taking action** and **implementing learning"***

Martin Rowe | Head of Operations | The CPD Certification Service

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- PS15: Defining & Modelling Excellence
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- PS17: Time Stealers - How Do We Identify Them?
- PS18: Setting Effective Goals
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- PS20: Effective Time Management
- PS21: Emotional Intelligence
- PS22: What Is Emotional Intelligence?
- PS23: 7 Ways To Improve Your Emotional Intelligence
- PS24: Improving Your Self Control
- PS25: Improving Your Empathy
- PS26: How Managers Can Build Their Self-Confidence

- PS27: How To Make Your Meetings More Effective
- PS28: Planning A Presentation
- PS29: Structuring Your Presentation
- PS30: Overcoming Your Presentation Fears
- PS31: Overcoming Your Presentation Nerves
- PS32: The DNA Of A Successful Meeting
- PS33: How To Run MAGIC Meetings
- PS34: How To Keep People On Task During Meetings
- PS35: How Managers Fight Procrastination
- PS36: How To Run A Brainstorming Session
- PS37: Creative Thinking - De Bono's 6 Thinking Hats
- PS38: Thinking Styles - Hermann's Whole Brain Modelling
- PS39: Effective Problem Solving - Asking The 5 Whys
- PS40: Getting Into The Zone With The Flow Model

All Of Our Sessions Come With:

✔ An **engaging** digital learning session

✔ **3 specific actions** to take back in the workplace

✔ A **cheat sheet** image covering the main points

✔ **Session notes** to act as a recap and refresher

✔ A **coaching blueprint** to help embed the actions

✔ All of our sessions are **CPD Certified**

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