



Mentoring

overview Mentoring is critical for leaders. This program begins with a vignette depicting poor mentoring performed by professional role-players. Then, the program moves on to introduce a mentoring model and the issues to think about when mentoring. Throughout, participants practice these models and techniques on the situations presented by the professional role-players.

"We gave our people a better understanding of improving their interpersonal skills and working with problems they all face in their stores."

Executive Vice President, Fortune 500 Retailer

learning objectives

- To learn the difference between mentoring and management
- To establish a mentoring relationship
- To understand the responsibilities and issues concerning a mentoring relationship
- To clarify the mentoring relationship with the mentee
- To understand the limits and boundaries of the mentoring relationship
- To understand and forestall issues that can undermine the mentoring relationship

learning methods

- Mini Lectures
- Individual Reflection
- Large Group Discussion
- Skill Practice with Professional Role-Players
- Small Group Discussion
- Action Planning for Improvement
- Individual Worksheet

suitable for

- Executives
- Managers
- Supervisors
- Sales Managers
- Senior Staff
- Technical Experts