

# BECOMING A FIRST-CLASS LEADER

## Through Coaching Your People

Date: August 03-04 2010

Location: Hong Kong

### WHO WILL BENEFIT MOST :

- Business owners, middle and senior managers who are looking for new tools to keep their best people.
- HR professionals who want to coach people internally
- Participants will learn advanced coaching techniques to help them inspire, motivate, empower and develop their staff.

### PROGRAM OVERVIEW :

Coaching is becoming more and more popular in Singapore, HK and China, as a growing number of managers see it as a very effective way to motivate and keep their best people. Widely used by major companies in the US and Europe, coaching requires a specific mindset and covers a whole set of skills.

In this seminar, the participants will learn the coaching mindset and some practical coaching tools that they can use to coach their people. They will be adjusted to the business environment in Asia, thanks to the business background of the trainer.

This seminar includes 1 follow-up group coaching session to assist the participants in implementing what they will learn.



Included in this program is a personal assessment that participants will do on-line before the program starts. The report of this assessment will be used extensively during the program to help participants to identify **what are their preferred behaviors, their strengths and their areas for development.**

### Objectives:

- To understand the power of coaching
- To learn and practice the 9 key coaching competencies
- To experience the difference between being coached and being directed
- To develop an understanding of the appropriate situational communication approach
- To implement coaching and to become aware of its limits

### Benefits for Participants:

Benefits for participants in this personal journey include:

- Enhance their communication repertoire for more effective interactions with their team members, leading to better business results.
- Create a new communication culture which saves cost due to higher employee retention rates and less disruptive conflicts.

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## Your Coach Trainer

“ Many thanks for giving me an inspiring session. It helps me not only in coaching people, but in self-development too. ”  
----- Senior Training Officer, CSTDI

“ This course presented a great learning experience for me. Thank you for making the session interesting and make me want more. ”  
----- Training Manager,  
TESCO International Sourcing

### FACILIATOR:



## CHARLIE LANG

Trainer & Executive Coach, Managing Partner of Progress-U Limited

Charlie Lang works with senior executives who are already successful and want to make sure that they stay at the leading edge. They are often challenged by issues like:

- How to improve staff retention, especially how to keep top performers
- How to achieve a corporate success culture that guarantees long-term success
- How to create new levels of excellence through employee engagement
- How to be persuasive when delivering a presentation or a public speech

Charlie, an executive coach who is known for his innovative approaches towards leadership and change processes, assists his clients in mastering these challenges. They achieve outstanding results through Charlie's unique application of latest findings in research combined with his own experience in international management and leadership.

During his 13-year corporate career, he worked for progressive companies, so-called 'hidden champions', as Managing Director, as VP Sales & Marketing and as Sales Director, in Europe and Asia. He developed his exceptional intercultural competence during his extensive travels to over 60 countries worldwide.

Charlie's mission is to help his clients deal with their interpersonal challenges in the most effective way for the benefit of all stakeholders. To achieve this, Charlie offers Executive Training and One-on-one Coaching to upper and middle management. He also delivers public speeches and keynote addresses and is a passionate thinker and writer of articles on these topics. End of 2004 he started authoring "The Groupness Factor", a book on First-Class Leadership which was published in August 2005. Charlie published over 100 articles which got printed in Human Resources, South China Morning Post (SCMP), Effective Executive, Career Times, FZ Asia Magazine and AsiaPreneur. SCMP, Silkroad, (HSBC) Premiere and Recruit reported about Charlie. He appeared live on radio RTHK and Cable TV to talk on leadership and coaching.

Charlie currently authors his second book, a business fiction on Corporate Coaching Culture.

Charlie has lived in Germany, France and Hong Kong and is fluent in German, English and French. Clients has worked with included Allianz Insurance, Bayer, Chanel, Hang Seng Bank, HP, Hyder Consulting, Lego, L'Oreal, Otis, Tesco, etc.

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### PRACTICAL INFORMATION:

**Date & Time:** Tue - Wed, August 03 - 04 2010 9.00am - 5.00pm

**Venue:** 21B DotCom House, 128 Wellington Street, Central, Hong Kong

**Cost for 2-day program:** HK\$ 5,500 per person includes Harrison Assessment (value HK\$550)

**10% Early-Bird Discount:** HK\$ 4,950 for registration before July 06 2010

**Registration Closing Date:** July 31 2010

For enquiries please contact Ms Rosanna Shek at +852 3622 2250 or email [rosanna.shek@progressu.com](mailto:rosanna.shek@progressu.com).

### REGISTRATION:

Please reserve \_\_\_\_\_ place(s) at regular fee

Please reserve \_\_\_\_\_ place(s) at 10% early bird discount

#### CONTACT DETAILS

Please print in BLOCK LETTERS

Name (Mr./Mrs./Ms./Dr.) \_\_\_\_\_ Date \_\_\_\_\_

(Surname) (First Name)

Company Name \_\_\_\_\_ Title \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

#### PAYMENT

##### By Telegraphic Transfer

Account Name: Progress-U Ltd.  
Bank: HSBC Hong Kong  
Account No: 183 545268 001  
SWIFT: HSBCHKHHHKH

##### By Cheque

Payable to Progress-U Ltd.  
Please send in your cheque together with registration form to  
Progress-U Ltd.  
21B DotCom House, 128 Wellington Street, Central,  
Hong Kong

\* Please email your registration and telegraphic transfer acknowledgement to [progressu@progressu.com](mailto:progressu@progressu.com)