



Transforming a Manager to a Coach



May 27 - 28, 2025



IBA City Campus, Karachi

Program Overview

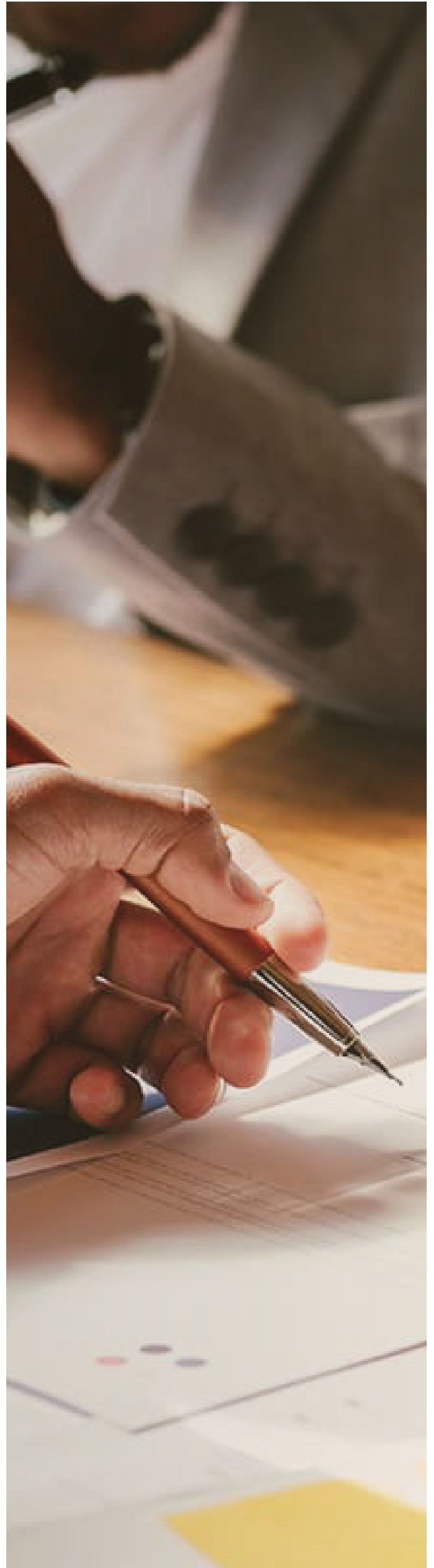
Manager is Coach helping his team to drive sustainable high performance through habits and sustainable change. It will result in better life which will result in better performance through science of sustainable change.

It will start with Wellbeing survey and the discussion of the report of the participants. The data and what it means for health and performance, and development of a framework for change. Professional competencies of a good coach/tool kit for managers.

Driving sustainable high performance: what it is and practical steps and tips to achieve it and having mental and physical energy to learn, develop, and perform for long term both personally and professionally. Practicing in situational exercises of practicing Coaching in one to one situations. Finally making a Plan for Change

Learning Outcomes

- ▶ Incorporate holistic morning rituals like walking, yoga, and meditation for enhanced well-being.
- ▶ Understand the Hinsta Methodology and its survey results as tools for personal and professional growth.
- ▶ Comprehend the Hinsta Methodology and the WOOPS framework for initiating meaningful change.
- ▶ Gain valuable insights from a day in the life of Google CEO Sundar Pichai.
- ▶ Acquire proficiency in the 11 core Professional Competencies essential for effective coaching.
- ▶ Differentiate between coaching, mentoring, and counseling, recognizing when each is appropriate.
- ▶ Master various coaching models, including GROW, STAR, and DARE.
- ▶ Understand the science behind achieving sustainable high performance.
- ▶ Develop strategic plans to sustain and enhance personal and professional performance.
- ▶ Draw inspiration from the experiences of champions in Iten, Kenya, as showcased in the BBC documentary.
- ▶ Prepare coachees effectively for their coaching sessions, ensuring readiness and expectations.
- ▶ Define coaching outcomes, including improved listening and learning abilities, identifying needs, setting norms, asking effective questions, and ensuring punctuality.
- ▶ Apply coaching skills through situational exercises and real-world case studies.
- ▶ Implement the WOOPS (Wish, Outcome, Obstacle, Plan, and Start) method for planning and achieving sustainable change.
- ▶ Embrace the concept of achieving remarkable progress through the accumulation of small, incremental improvements.
- ▶ Wrap up the workshop with a comprehensive understanding of coaching principles and their practical application.



Topics Covered

- Morning Holistic Rituals
- Introduction to Hinsta Methodology
- Planning for Sustainable Change
- Understanding the Hinsta Methodology
- Video: A Day in the Life of Google CEO
- Coaching Fundamentals
- Differentiating Coaching, Mentoring, and Counseling
- Coaching Models
- Expectations from Coaching
- BBC Video
- Coachee's Toolkit
- Coaching Exercises
- Case Studies
- Closing and Wrap-up



30,000+
Participants Trained



16,00+
Training since 2009



225+
Companies



80+
Trainers

Who Should Attend?

Managers and Directors oversee the dynamic aspects of both large and small teams. They lead, strategize, and ensure goals are met while adapting their approach to team size. Small teams require more hands on, Personal touch, while larger teams demand a broader organizational perspective. Both roles are pivotal in achieving organizational success.

Investment

PKR 90,000 + 5% SST



Dr Nyla Ansari

Assistant Professor, Program Lead, MBA Executive Program, Academic Director, Human Resources (Postgraduate Diploma Program)



Shakeel Mapara

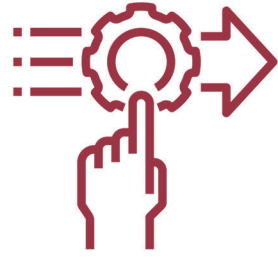
Visiting Faculty, Management, School of Business Studies, IBA, Karachi

For detailed trainer profile please visit website cee.iba.edu.pk/faculty

Our on-demand courses at a glance



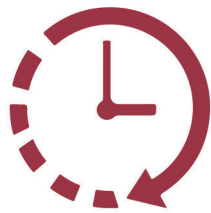
SEAMLESS
REGISTRATION
PROCESS



ACTIVITY BASED
TRAINING



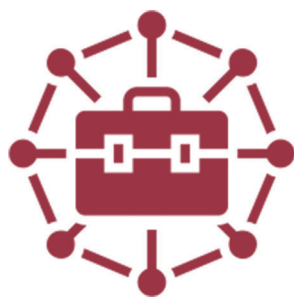
EXPERIENTIAL
TRAINING



8 - 10 HOUR TIME
COMMITMENT



CERTIFICATE OF
COMPLETION



BUSINESS
NETWORKING



Associate Member

unicon

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Empowering Organizations