



Executive Coaching Client Review

February 2018

The following is an extract from a client review of our **Executive Coaching** process. It followed five 1-1 coaching sessions, provided by World Class Tutor and Coach, **Sally Booth** between September 2017 and February 2018.

What was your initial reaction to 1-1 coaching?

“Unnerving at the beginning! And it’s been very useful – I have used everything we have covered – and have self-analysed when I’ve not remembered to! It has been very relaxed.”

Describe the learning process:

“I have put what we have covered into practice and have transparently cascaded my learning to my team. I have learned to look at different perspectives and not just my own when motivating and leading the individuals in my team.”

How has individual coaching altered your behaviour?

“I have been using feedback – ‘SBI’ – the ‘impact’ is important. Pulling out the facts and not my opinion/judgement. I know I need to keep consistency in this.”

“Things have been easy to implement – we have been working with live/current scenarios.”

What impact has your coaching had on your team?

“I have a stronger middle management team. They are making decisions without me/when I am off site and have kept me informed. More self-sufficient. Direct comments from other teams about them (positive ‘PR’).”

Do you wish to increase profits by **Negotiating better?** Get more done with **better Time Management?** Identify better category opportunities with more **effective Category Management?** Found out how our **Executive Coaching** can help you.
