



**McCORMICK
TRAINING**
Since 1986



Group Coaching Development Programme

Creating a mindset shift



- Understanding the mind through neuro-linguistic programming
- The conscious vs. the subconscious mind
- Capitalising on opportunities through the reticular activating system
- Conducting a habit audit to increase productivity
- Converting thoughts into constructive and positive affirmations
- Stop procrastinating and master the art of self-motivation
- The power of goal setting to become an ultra-high performer

Combatting stress and anxiety



- The definition of anxiety
- Developing the necessary tools and skills to combat anxiety
- Creating a healthy relationship with anxiety
- The brain and cognitive function
- The power of journaling
- Conquering fears
- Short-term vs. long-term stress
- Creating an impactful morning routine
- Focusing on solutions, not problems

Understanding human behaviour



- Introduction to the development of emotional intelligence
- The five pillars of EQ: Self-awareness, self-regulation, self-motivation, social skills and empathy
- Understanding oneself and others through personality profiling
- Improved communication skills when building rapport with clients
- Influencing relationships and creating lifelong customers
- Providing insight to pre-empt behaviour, influence responses and control outcomes

Building confidence and self-esteem



- The definition and origin of values and beliefs
- Extrinsic and intrinsic motivation
- Creating a new perspective on beliefs
- Embracing a growth mindset
- Building self-esteem and confidence
- Overcoming the fear of rejection
- The six pillars of self-esteem
- The concept of self-sabotage
- Setting boundaries