

# COACHING & MENTORING FOR BREAKTHROUGH SUCCESS

ADVANCED LEVEL MEGA GURU SIGNATURE PROGRAM FOR LEADERS

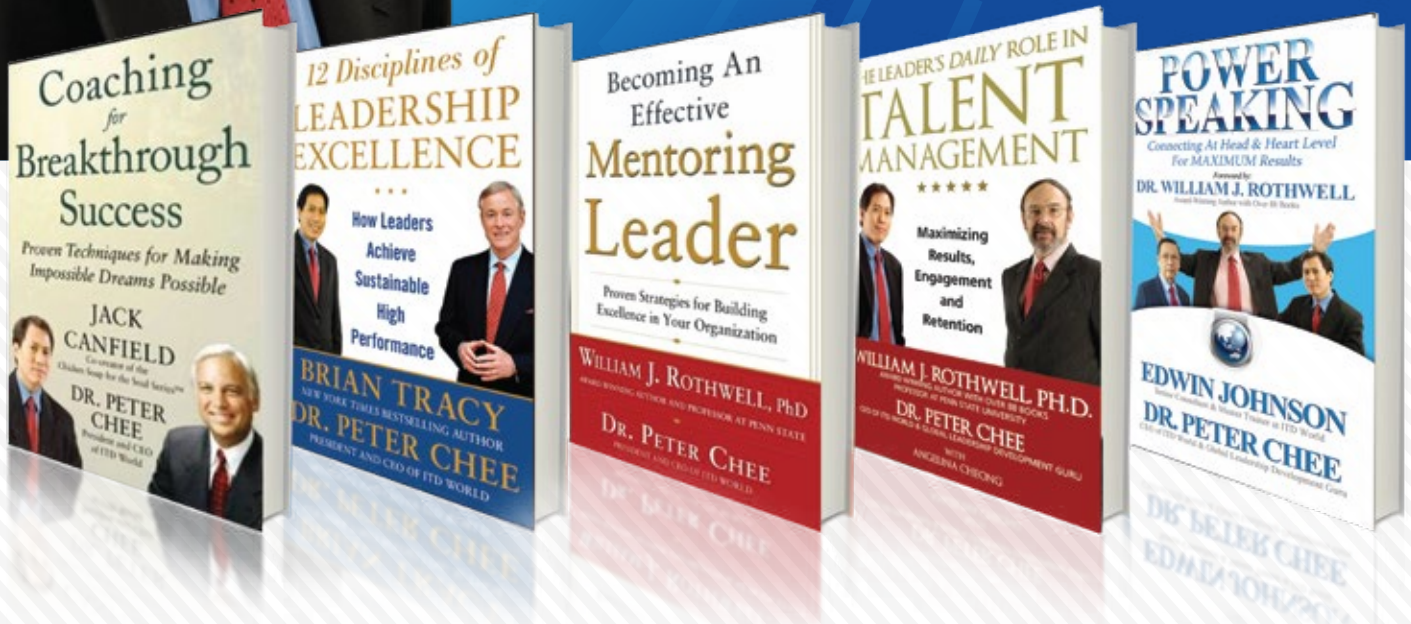
**15 - 17 APRIL 2015**



**DR. PETER CHEE**

LIVE IN HO CHI MINH CITY

- ITD World's Chief Coach & Mega Guru who has developed leaders from over 80 countries
- First Asian in the world to author books with Jack Canfield, Brian Tracy and William Rothwell
- Inventor of Coaching for Breakthrough Success Meta Model and the Situational Coaching Model



**ITD** WORLD  
The Global Leadership Development Expert

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**ITD-MEGA GURU EVENT • LEARN FROM THE BEST TO BE THE BEST**

MISSION: TRANSFORMING LEADERS AND CHANGING THE WORLD FOR THE BETTER



## INTRODUCTION

Leaders are effective when they are able to coach, mentor and develop followers to produce sustainable results. When we develop others, we develop ourselves even more and as a result, we are able to multiply the value we add to our organization, our loved ones and the world. Coaching and mentoring is certainly a highly fulfilling and rewarding work that can last a lifetime.

This program brings together the best in the world learning solutions from ITD World in collaboration with three of its Top Mega Gurus in coaching, mentoring and talent development; namely, Dr. William J. Rothwell, Dr. Jack Canfield and Dr. Peter Chee.

A coach draws out the best solution from within the coachee rather than providing the solution. Coaching creates a great sense of ownership, accountability and commitment with the coachee that enables greater accomplishments.

A mentor acts as a role model and share a great wealth of experiences, connections and expertise to teach, advise, guide and inspire the mentee to achieve accelerated results and growth.

Professional coaches and mentors gain mastery of advanced coaching and mentoring techniques that can be used in synergy to coach and mentor followers, clients and loved ones to achieve breakthrough results. Enter the exciting and highly rewarding world of professional coaching and mentoring to experience a lifetime of great fulfillment.

## OBJECTIVES

Successful completion of the course equips participants with the use of achiever's coaching and mentoring principles, paradigms and techniques that would help selected coaches and mentees achieve their breakthrough goals.

(A breakthrough goal is a highly challenging stretched goal that would result in a quantum leap related to a person's career and life achievements. The process of realizing a breakthrough goal ensures significant growth and development of a person.)

- Understand the most important role of leaders and what they do daily to grow talent.
- Assimilate the crucial conversations between leaders and followers in the workplace.
- Understand the type of crucial conversation most frequently used by high performing leaders.
- Distinguish between coaching & mentoring – the definition & differences.
- Appreciate the value of a mentor coach that has the ability to mentor, coach and mentor other coaches
- Know when and how to synergize appropriate coaching and mentoring techniques under different circumstances for optimum results.
- Apply the seven power mentoring techniques.
- Understand the main teachable point of view from Coveys 8th habit- From Effectiveness to Greatness.
- Assimilate and internalize The Coaching Principles (TCP) that is critical for professional mastery in coaching and how they are also useful in a mentoring relationship.
- Use the Situational Coaching Model (SCM) to tap into the genius of a great coach.
- Understand when and how to use Advanced Coaching Techniques (ACT) and apply them in a coaching or mentoring relationship



- As a coach and mentor, engage in real live mentoring and coaching action to demonstrate mastery and receive feedback on value delivered, strengths and areas for improvement.
- As a coachee and mentee, provide valuable feedback to your coach and mentor and gain valuable experience of being coached and mentored to fully appreciate what it is like.
- As an observer of live coaching and mentoring in action, accurately distinguish areas for improvement from best practices of a true professional.
- Put into action the accelerated coaching method to produce quick wins.
- Apply best practice for creating a coaching and mentoring culture of leadership excellence.
- Understand Team-Group Coaching configurations and practices.



# PROGRAM OUTLINE

01. The most important role of leaders and what they do daily to grow talent
02. Crucial conversations between leaders and followers in the workplace
03. The type of crucial conversations most frequently used by high performing leaders
04. Coaching & mentoring – The definition, differences and real live demonstration
05. The seven power mentoring techniques
06. Brief on Action Mentoring & Action Coaching
07. Forming mentoring and coaching partnerships
08. The main teachable point of view with Covey's 8th Habit- From Effectiveness to Greatness



09. Applying The Coaching Principles (TCP):
  - ▶ Believe in Human Potential for Greatness
  - ▶ Fulfillment Flows from Adding Value to Others
  - ▶ Bring Out the Best in People and Let Them Lead
  - ▶ Use Influence Rather than Position
  - ▶ Thrive on Challenges and Flexibility
  - ▶ When We Grow Others, We Grow Ourselves
  - ▶ A Coach Still Needs a Coach
  - ▶ Maintain Authentic Rapport and Humor
  - ▶ Touch a Heart with Care and Sincerity
  - ▶ Practice Integrity and Build Trust
  - ▶ Curiosity Ignites the Spirit
  - ▶ Ask Questions that Empower and Create Buy-In
  - ▶ Avoid Judgmental and Advice-Oriented Questions
  - ▶ Powerful Questions Release Solutions
  - ▶ Asking Great Questions Requires Practice
  - ▶ Listen Rather than Tell
  - ▶ Be Present and Turn Off Your Inner Dialog
  - ▶ Avoid Jumping to Premature Conclusions
  - ▶ Be Impartial and Non Judgmental
  - ▶ Listen Deeply, Use Observation and Intuition
  - ▶ Embrace Feedback to Triumph
  - ▶ Awareness and Acceptance Cultivates Transformation
  - ▶ Get Consent Before Giving Suggestions
  - ▶ Use the Power of Simplicity
  - ▶ Establish Goal Ownership & Commitment
  - ▶ Create Strategies and Action Plans for Goals
  - ▶ Keep Score of Goals and Action Steps
  - ▶ Support Goals Completion Continuously
  - ▶ Accountability Drives Accomplishments
  - ▶ Acknowledge Efforts and Progress



10. Action Mentoring Practice and Sharing (Play the role of mentor and mentee to experience both worlds)

11. Applying The Situational Coaching Model (SCM) :

- ▶ Goals Paradigm
- ▶ Exploration Paradigm
- ▶ Analysis Paradigm
- ▶ Releasing Paradigm
- ▶ Decision Paradigm
- ▶ Action Paradigm
- ▶ Applying the Situational Coaching Model

12. Applying the Achiever's Coaching Techniques (ACT):

- ▶ Taking Full Responsibility for Results
- ▶ Building Self-Esteem and Removing Roadblocks
- ▶ Clarifying Your Life Purpose and Your Vision
- ▶ Setting Effective Goals
- ▶ Visualizing and Affirming Desired Outcomes
- ▶ Planning for Action and Taking Massive Action
- ▶ Using Feedback, Learning and Perseverance to Your Advantage
- ▶ Using the Law of Attraction and Celebrating Your Success



13. Action Coaching Practice and Sharing (Play the role of coach and coachee to experience both worlds)

14. Accelerated coaching methods for quick wins and Team-Group Coaching practices.

15. Best practice for creating a coaching and mentoring culture of leadership excellence.

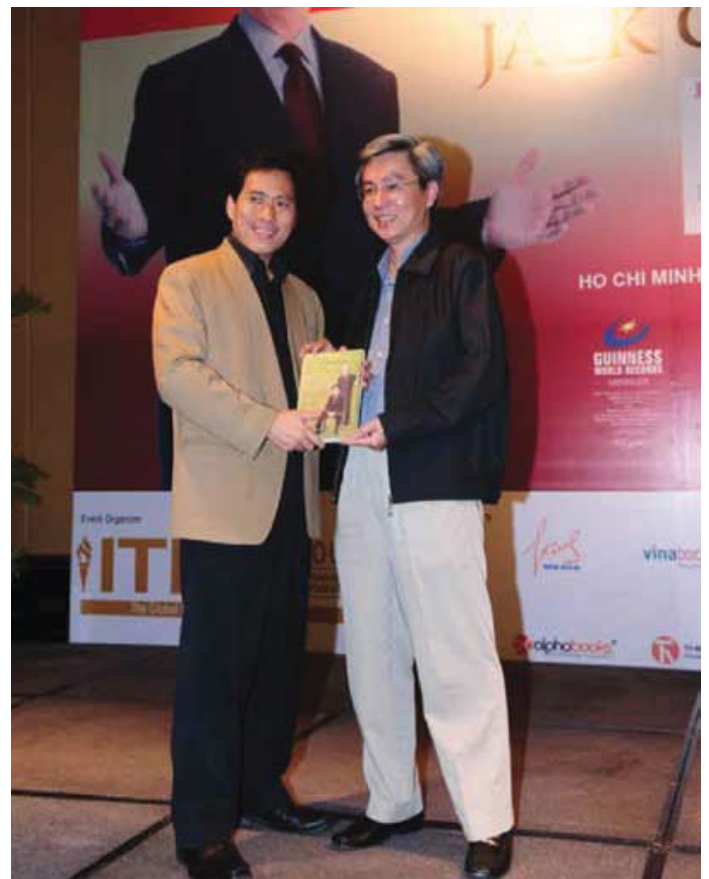






## ABOUT DR. PETER CHEE

- ▶ Asia's Mega Guru and Leading Success Coach
- ▶ Author of Coaching for Breakthrough Success with Jack Canfield
- ▶ First Asian in the world to author books with Brian Tracy, Dr. William Rothwell and Jack Canfield who holds the Guinness Book World Record for the most books on New York Times Best Seller List
- ▶ Inventor of the Situational Coaching Model (SCM), the Coaching Principles (TCP) and Achievers Coaching Techniques (ACT)
- ▶ Trained and developed leaders from over 80 countries with over 23 years of international experience
- ▶ Doctor of Business Administration Degree from the University of South Australia, Master of Science Degree in training and HRM from the University of Leicester, UK
- ▶ Baden Powell Fellow of the World Scout Foundation, bestowed by the King of Sweden, and President of ARTDO International in 2004 and 2010
- ▶ President of ITD World, Global Leadership Development Expert



## AREAS OF EXPERTISE

- ✓ Personal Excellence & The Success Principles-Techniques for Breakthrough Results
- ✓ Coaching & Mentoring Excellence
- ✓ Leadership & Team Excellence
- ✓ Work, Life and Time Management
- ✓ Motivation & Performance Management
- ✓ Sales & Marketing Excellence
- ✓ Human Resource Development
- ✓ Strategic Management
- ✓ Creativity & Innovation

## SOME ENDORSEMENTS



**DAVE ULRICH** - *Professor, Ross School of Management, University of Michigan, Author of "Leadership Sustainability"*

"Canfield and Chee have crafted the standard for anyone wanting to be an effective coach. Their actionable and timeless wisdom shows up through principles, questions, quotes, cases, and tools that will enable any aspiring coach to achieve their aspirations. Anyone being coached should make sure that their coach knows and follows these standards."

**KERRY PATTERSON** - *four-time New York Times bestselling author of Crucial Conversations*

"After years of working as an executive coach, I slowly came to the realization that knowing the answers to the tough questions wasn't as important as knowing the right questions to ask in the first place. This book provides just such resources. Read it and enter the pantheon of great coaches!"



**THOMAS G. CRANE** - *author of "The heart of Coaching-Using Transformational Coaching to Create a High Performance Coaching Culture"*

"Coaching for Breakthrough Success masterfully shares extremely powerful questions, the heart of professional coaching approaches. The Situational Coaching Model combined with the wonderfully long, and comprehensive list in many chapters will dramatically inform your coaching and empower your clients. This is a 'must have' for any professional coach who wants to take their clients to new heights of understanding and transform their effectiveness. Extremely well done!"





Please make copies of this page for registration as required

# COACHING & MENTORING FOR BREAKTHROUGH SUCCESS

15 - 17 April 2015 • Ho Chi Minh City

## Event Fees

Normal fee : 660 USD/ 3 days/ pax  
Group of 3 or more : 600 USD/ 3 days/ pax

## Payment Details

Payments may be made by telegraphic transfer, bank deposit or local check.

Account Name (Pay to) : ITD Vietnam  
Account Number : 030-70000-03131  
SWIFT Code : VIDPVNV5  
Name of Bank : VID Public Bank, Ho Chi Minh City Branch  
Bank's Address : 88, Nguyen Du Street, District 1, Ho Chi Minh City, Vietnam

Please tick: ☐ Normal fee ☐ Registration for groups of 3 or more

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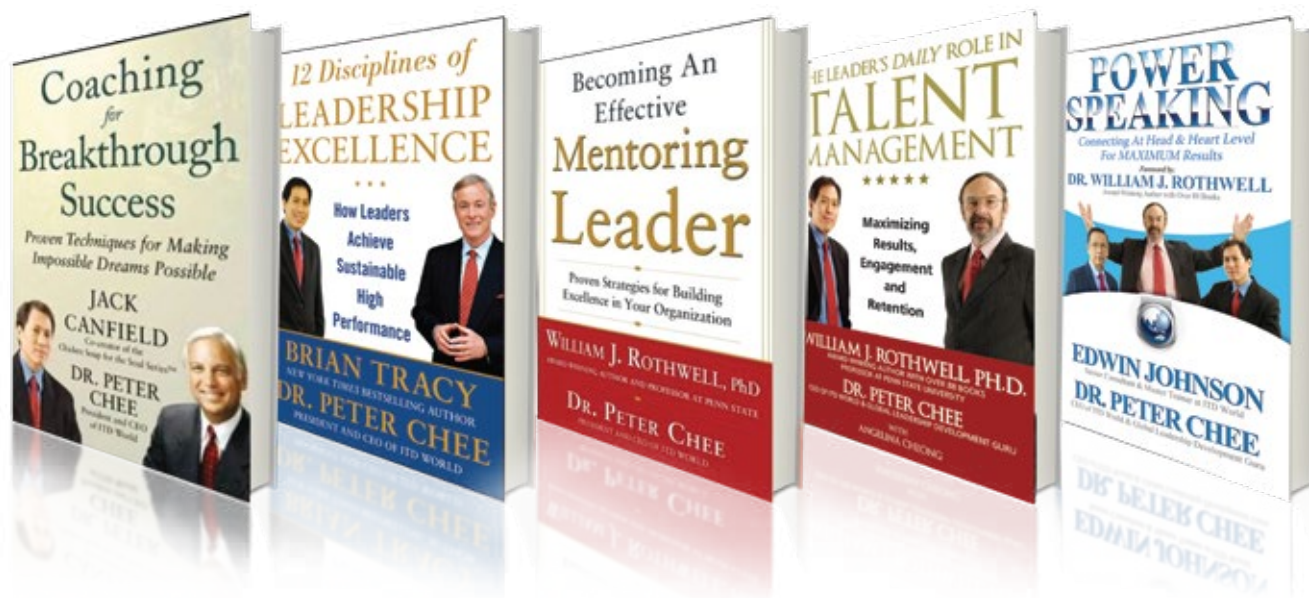
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Mode of registration; call or fax either one of the below:

E-mail: [itdhcmc@itdworld.com](mailto:itdhcmc@itdworld.com) Tel: +848 382 58 487 Fax: +848 382 58 483

Replacements and representatives are allowed, however the fees paid are not refundable.  
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### Mission

Transforming leaders and changing the world for the better.

### Vision

The #1 Global Leadership Development Expert

### Core Values:

Love, Innovation, Synergy, Trust, Excellence and Nurture (LISTEN)

### Competitive Advantage Statement:

ITD World is an ISO certified & award winning Multinational Corporation that provides the world's best leadership development solutions to leading global organizations. We offer comprehensive & innovative solutions that produce superior results.

### Core Activities & Resources:

Talent and Leadership Development; Corporate Training and Consulting; Professional Competency Certification; Mega Events and Seminars; Coaches, Mentors and Speakers Bureau; Community Services and Campaigns. Over 238 world-class programs and more than 100 dedicated mega gurus, top international resource persons, trainers, speakers, coaches and consultants from around the world.

### Exclusive Mega Gurus:

Dr. John C. Maxwell, Dr. William Rothwell, Dr. Jack Canfield, Dr. Peter Chee, Brian Tracy, Robert Tucker, Thomas G. Crane.

### Quality Certification, Awards & Publications:

ISO 9001:2008 Certification for Global Provision of Training and Development. Winner of the ARTDO International HRD Excellence Award in recognition for outstanding contribution to international Human Resource Development and bestowed the Brand Laureate International Award for the Best Brand in Training. Cutting edge books co-authored with the world's Top Mega Gurus- "Coaching for Breakthrough Success," "12 Disciplines of Leadership Excellence" and "Becoming an Effective Mentoring Leader."

### Clients Include:

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