

Strategic Coaching and Problem Solving



DUBLIN

9, 10 & 11 December 2016
Bateson Clinic, Dame St, Dublin 2

CORK

20, 21 & 22 January 2017
Clarion Hotel, Lapps Quay

More often than not problems seem unsolvable and impossible to address merely because we ask the wrong questions and persist with the wrong methods. Anthony Jay, author of Management and Machiavelli denotes that **“the uncreative mind can spot wrong answers, but it takes a creative mind to spot wrong questions”**.

Thus to resolve persistent seemingly impossible problems, people must step outside the frame of logic that traps him or her inside. Strategic Problem Solving does this. Strategic Problem Solving can set clients free from their usual mental traps, which tie them down to redundant patterns that make them run frantically around in circles.

If there is a problem then there is also a solution. Strategic Problem Solving is an action-oriented model that can be applied to the various problematic situations faced in corporate or business sectors, which can often be broken down into the following categories:

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| • Fear of change and innovation | (stagnation in the company) especially in this critical time of economic uncertainty (the paralyzing syndrome); |
| • Inability to manage effectively | |
| • Lack of effective persuasive communication | (intra-company, outside company) |
| • Conflictual relationships between colleagues | (united we stand, divided we fall); |
| • Inability to evaluate the practical functioning of a problematic situations | (waiting for change due to chance);
need for tools to evaluate critical situation and help to break free from redundant recurring traps (too much theory but no pragmatic guidelines); |
| • Doing too much but achieve very little... | falling in a giving up attitude and helplessness |

In all these seemingly gigantic situations, failure does not lie in the impossibility of the task but in persisting in using failed attempted solutions. Human problems can be resolved by means of strategies that break the feedback loops that maintain the problem. By abandoning rigid perspectives, people are led to other possible outlooks that bring about new solutions.

Three Day Training Programme in

Strategic Coaching and Problem Solving

Programme Objectives and Aims

By the end of this program the participants will learn how to:

- solve problems and break free from the never ending search for the 'why' of things;
- ability to use the strategic problem solving tools in coaching their clients
- effectively examine a problem and use problem oriented techniques to identify and stop persistent failing attempts in solving problems, which often instigate a sense of helplessness and no way out attitude;
- generate alternative solutions using solution oriented techniques, which prompt creative thinking and brainstorming;
- apply a step by step action plan based on possible existing resources to reach the desired goals;
- implement the strategic problem solving model to various work and life contexts.

Who Should Attend?

This course is a must for those who would like to acquire an effective tool that might hinder their path to personal and business success. This course is meant for all those who believe that change, and new improved ways of doing things, are the way forward to challenge any crisis and be always innovative and truly productive in the 21st century. This seminar would be useful , amongst others, to :

- Company directors and secretaries
- Chief executive officers
- Financial Controllers
- Accountants and auditors
- Business consultants
- Lawyers
- Policy makers
- Business owners and managers
- Human resource executives
- Administrators
- Teachers and lecturers
- Sales executives
- Healthcare workers, doctors, nurses and other professionals
- Anyone who has a genuine interest in the subject and would like to know more about how to tackle problems in a different way.

Programme Structure

Introduction to the Brief Strategic Therapy Model

- 1 Theoretical and epistemological foundations of the strategic approach: cybernetics and systemic revolution, constructivism, pragmatics of communication
- 2 Introduction to the Problem Solving Model
- 3 Strategic Communication techniques - effective ways to relate and communicate with clients
- 4 The Strategic Dialogue - an essential technique for overcoming resistance and to create rapid change
- 5 Organisation intervention techniques

You will be provided with a full training pack and academic articles.

To ensure the highest quality of training and due to the intense nature of this course we can only accept a limited number of participants per programme as they have always booked out very quickly. Early booking is advised.

Course Details

Cost:
€495

DUBLIN:
Bateson Clinic,
Dame St, Dublin 2
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Payment:
Cheque/Postal Order
payable to:
The Bateson Clinic

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The Dublin course takes place in our Office on Dame Street. Please see map.

