



**Coaching  
Institute  
of Montreal**

CORPORATE SERVICES

**Helping others reach their potential  
since 1985**

**Customized training**

**Corporate coaching**

**Conferences**

[www.centrepnl.com](http://www.centrepnl.com)

# Introduction:

## Corporate training and coaching services

Together, we can implement positive attitudes and sustainable solutions within your organization. Our goal is to guide you to achieve your objectives by contributing to the personal and professional development of your human resources.

We provide the following services:

Customized training

Corporate coaching

Conferences

Our interventions are designed to meet your needs. Our trainers are experts in communication and have much in-depth awareness and solid professional experience with current organizational issues.

## Our services:

### Customized training

We work together to identify what needs to be improved in your organization and to build training that corresponds to the needs of your teams. We provide one to several days of training at your workplace.

Fields of intervention:

#### Interpersonal communication:

- Communicating effectively
- Meeting the challenges of human relationships in everyday life
- The art of public speaking

#### Personal development in the workplace:

- Stress management
- Emotional intelligence and self-confidence
- Creativity and intuitive intelligence

#### Inspirational and effective leadership:

- Developing inspirational leadership
- Women in Leadership
- Recognition at the workplace

#### Cohesion of work teams:

- Optimizing teamwork
- Coaching colleagues
- Conflict management

## Communicating effectively with NLP

At the same time an art, a set of tools and a philosophy of life, Neuro Linguistic Programming (NLP) is an approach to communication and change whose objective is the modeling of human excellence. Focusing primarily on "how it works" rather than on "why it does not work", NLP has developed simple and concrete models to decode the exceptional skills of individuals recognized for their know-how and to make these skills accessible to many. The term Neuro Linguistic Programming is based on the three most important components that shape human experience: neurology, language and programming.

This training will provide you with concrete tools to help you communicate with a higher level of effectiveness in your professional role.

### Content:

- The origins of Neuro Linguistic Programming (NLP), its postulates and professional applications
- Characteristics of effective communication in the organizational context: specific goals, careful observation, making the connection, flexibility
- Language of influence
- The art of questioning
- Practice of verbal reframing to broaden our perception of situations
- Applying NLP tools to negotiations and management of objections
- Practicing the art of mentoring and constructive feedback
- Learning to say no with solutions and to say yes with conditions



## Corporate coaching

**Our certified professional coaches accompany you in the achievement of your goals.**

### What is corporate coaching?

Coaching is personalized individual support.

It was originally inspired by methods used by sports coaches to motivate and enable the performance of their athletes.

Coaching has evolved to providing tools for professional development.

Coaching can be defined as an action and solution-oriented support process that helps the client achieve a specific objective within an optimal timeframe.

### Within an organization, coaching helps to:

- Improve communication and interpersonal skills
- Develop leadership
- Clarify objectives and priorities
- Develop emotional intelligence
- Facilitate conflict resolution
- Develop creative and intuitive intelligence
- Develop confidence and self-control

*As a manager of a team of 190 employees, my training in NLP allows me to broaden the perception of my professional as well as my personal environment each day. The management of my teams has become more flexible due to the quality of my communication and my ability to reach them in their models of the world.*

J.C Gras, Director of Sofitel  
Montreal



The NLP experts since 1985



### What is a coach?

A coach is a facilitator of change.

In creating a climate of trust with his client, he allows him/her to explore new avenues of development for the benefit of attaining objectives.

### Our values as professional coaches:

- Respect of our clients' needs
- Commitment
- Authenticity
- Confidentiality
- Integrity

## Conferences

### Effective day-to-day communication

This conference will help you to establish a better relationship of trust with your colleagues. You will discover the keys of communication that will help you to make a difference in your relationships with others.

#### You will learn:

- The characteristics of an effective communicator
- How to identify the criteria of your contact to create a bond of trust
- How to improve your listening and observation skills
- How to develop your emotional intelligence

### Female leadership

This conference aims to make you aware of your identity and your position of leadership as a woman in your organization. It will provide you with the keys to asserting yourself and improve your management of the different issues in your professional development.

#### You will:

- Understand the differences between male and female leadership
- Enrich your communication strategies
- Assert yourself in your female leadership
- Develop and maintain a balanced life

### Managers: develop your coaching skills

Coaching is more than a fad. It is a way of thinking and acting that concerns communication, leadership and change. Discover the true qualities of a coach and why it is so beneficial to develop these qualities in our relationships with employees, colleagues and superiors.

#### You will:

- Understand the characteristics of professional coaching
- Adopt, with greater ease, a genuine coaching attitude in your organization
- Learn to say "no" with solutions and "yes" with conditions
- Improve your skills and know-how in delicate situations

For more information  
please call us at:  
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Our clients

