

DESCRIPTION

In an era defined by rapid change, traditional leadership and management models are no longer sufficient. Coaching for Performance & Productivity (CPP) equips experienced managers with a transformational approach—replacing outdated command-and-control methods with a powerful coaching-based leadership model.

This Learning Accelerator helps leaders develop a practical and sustainable system to drive team performance and productivity, foster engagement, and manage with purpose and empathy. Participants will gain the skills to apply the Lead-Manage-Coach (LMC) model in real-time, build trust-based relationships, and turn strategic goals into measurable outcomes.

WHAT YOU'LL LEARN:

- LMC Model: framework to lead, manage, and coach for high team performance.
- GROW and “Over There—Over Here” models to drive ownership and accountability.
- Trust-Based Communication: Build stronger relationships through effective feedback, listening, and purpose-driven dialogue.

WHO SHOULD APPLY?:

- Managers and Directors with at least three (3) years of team leadership experience
- High-potential professionals identified for strategic upskilling
- Leaders seeking to integrate coaching into daily management to elevate performance
- Anyone responsible for leading high-quality stakeholder or customer engagement

**Individuals who have completed PRO's Inclusive Leadership program will be given priority in the selection process*

DATES

September 8 - November 17, 2025

FORMAT

Six (6) 60-minute live virtual webinar sessions + two (2) optional on-demand, web-based sessions + one (1) capstone project.

SCHEDULE *(all sessions are scheduled at 12:00 PM CT)*

- Monday, September 8
- Monday, September 22
- Monday, October 6
- Monday, October 20
- Monday, November 3
- Monday, November 17



Certificate of Completion will be provided to participants that attend all live sessions and complete the capstone project

INTERESTED? [APPLY TODAY!](#)

SESSION DESCRIPTIONS

Pre-Course: Time for Change

Explore the fundamental shifts in leadership during Industry 4.0—from rapid tech acceleration to new workforce expectations—and discover the Align & Enable framework. Complete your Leader Performance Scorecard, define goals, and identify coaching practices to focus on during the program.

Session 1: The Enabling Manager – Lead-Manage-Coach-Relate (Framework)

Discover the four pillars of the Enabling Manager model and how they intersect to create high-performing, empowered teams.

Session 2: Coaching to Align With the ‘How’ (Process)

Learn how non-directive coaching helps team members take ownership. Explore the “Over There—Over Here” model to align goals with personal methods.

Session 3: Essential Coaching Skills I – Following Interest (Skills)

Master coaching conversations that unlock independent thinking, using the GROW model and active listening strategies.

Session 4: Essential Coaching Skills II – Directive (Skills)

Learn how to be directive without disempowering. Practice feedback, questioning, and alignment techniques that foster accountability.

Session 5: Using Lead-Manage-Coach-Relate in Practice (Skills)

Apply everything you’ve learned to your specific team context. Identify where and how to use the model day-to-day for sustainable performance.

BONUS Session 6 (On-Demand): Developing Your Team

Understand how to build your team as a cohesive unit aligned with collective goals.

BONUS Session 7 (On-Demand): Becoming an Enabling Leader | Manager

Explore the deeper foundations of sustainable leadership rooted in purpose and relational intelligence.

Capstone Activity: Due December 2025

INTERESTED? [APPLY TODAY!](#)

COURSE FACILITATOR

John Grisby is a Leadership Transformation Partner, Professor of Practice (Leadership), and author. Based in London, he has worked with leaders across the UK, EU, and U.S. for over two decades. John helps executives accelerate performance, lead change, and embed strategic leadership capacity across their organisations.

He is the author of Leadership Project 4.0 and Games You Can Play and has published in CMI Insights, the Global Professional Tennis Coaching Association (GPTCA), International Journal of Sport Science & Coaching, and others. His mission is to redefine leadership for the realities of Industry 4.0.

Accommodations Statement

If you have a disability that requires reasonable accommodation to fully participate in a PRO event, email membership@prosportsassembly.org at least three (3) business days in advance for arrangements to be made. Your response helps us make all PRO events more inclusive.

INTERESTED? [APPLY TODAY!](#)