

Introduction to Business Coaching

Professor Nalin Abeysekera

Faculty of Management Studies

The Open University of Sri Lanka

Profiling
Participants
important

The Coaching Continuum





Source : Coaching for teaching and learning:<http://www.nationalcollege.org.uk/>

Starr's Basic Principles of Coaching

Imperial Learning and Teaching Strategy

Maintain commitment to the individual.

Student-centred; inclusive and diverse

Coachee is responsible for results they create.

Student takes responsibility

Coachee is capable of better.

Student takes responsibility

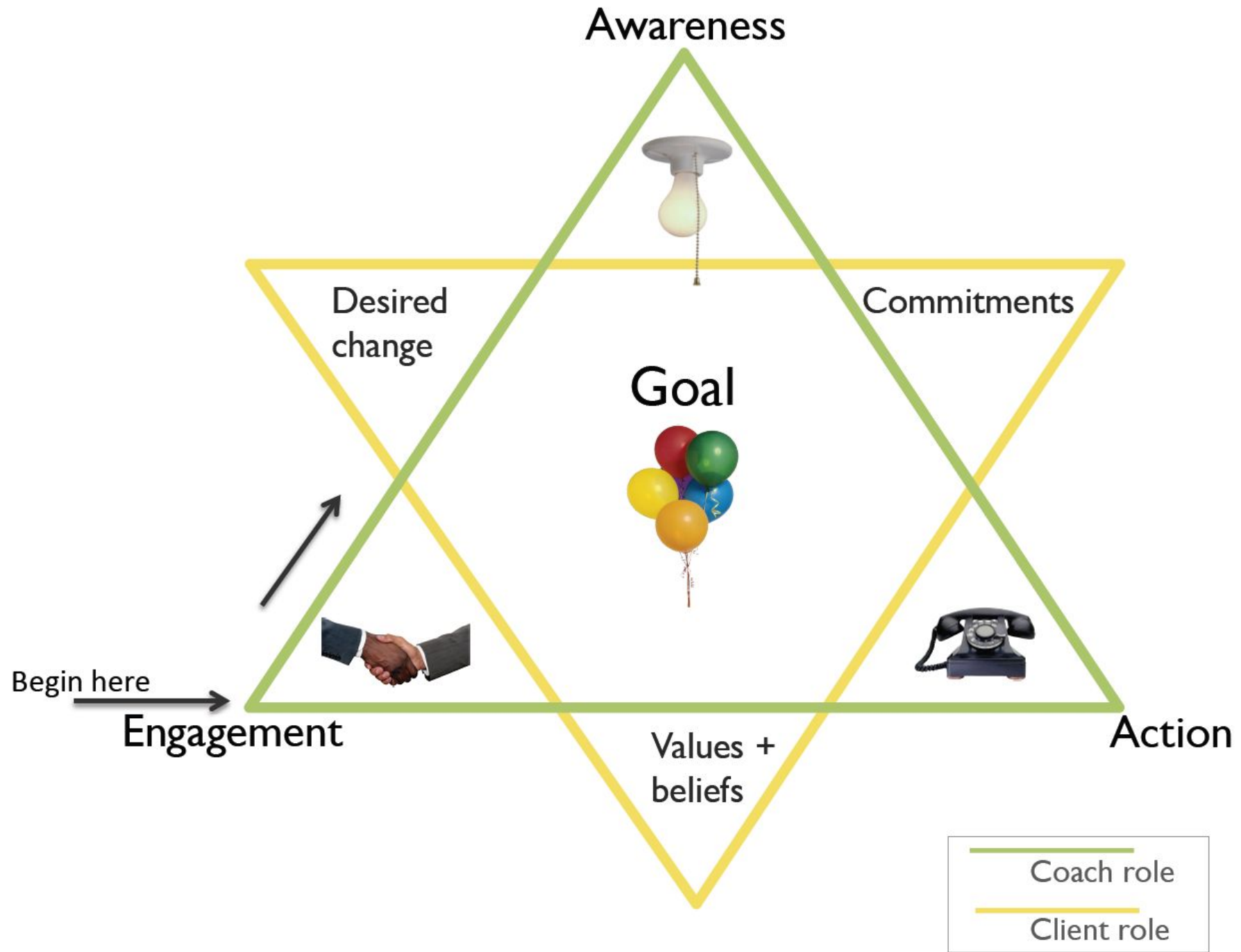
Focus on what coachee thinks and experiences.

Student-centred; inclusive and diverse



IF YOU ARE A COACHER, YOU
SHOULD BE A LEADER!
YOU SHOULD BE A
TRANSFORMATIONAL
LEADER !

Idealised influence:	<p>Transformational leaders behave in ways that result in them being role models for their followers. They are admired, respected, and trusted and followers wish to emulate them. In order to earn this credit, transformational leaders consistently consider the needs of others over their own personal needs. They share risks with followers and are consistent rather than arbitrary. The leader can be counted on to do the right thing, demonstrating high standards of ethical and moral conduct. He or she avoids using power for personal gain and exerts it only when needed.</p>
Inspirational motivation:	<p>Transformational leaders behave in ways that motivate and inspire those around them by providing meaning and challenge to their followers' work. Team spirit is aroused. Enthusiasm and optimism are displayed. The leader gets followers involved in envisioning attractive future states. The leader creates clearly communicated expectations that followers want to meet and also demonstrates commitment to goals and a shared vision.</p>
Intellectual stimulation:	<p>Transformational leaders stimulate their followers' efforts to be innovative and creative by questioning assumptions, reframing problems, and approaching old situations in new ways. Creativity is encouraged. There is no public criticism of individual members' mistakes. New ideas and creative problem solutions are solicited from followers, who are included in the process of addressing problems and finding solutions. Followers are encouraged to try new approaches, and their ideas are not criticised because they differ from their leaders' ideas.</p>
Individualised consideration:	<p>Transformational leaders pay special attention to each individual's needs for achievement and growth by acting as coach or mentor. Followers and colleagues are developed to successively higher levels of potential. Individualised consideration is practiced as follows: New learning opportunities are created along with a supportive climate. Individual differences in terms of needs and desires are recognised. The leader's behavior demonstrates acceptance of individual differences. Interactions with followers are personalised.</p>



Module 8

Key Performance Indicators

Adapting existing and creating new key performance indicators

Success in Business is being strong in all 3 areas...

- * FINANCIAL * OPERATIONS * MARKETING

SUCCESS

Operations

Marketing **Financial**

Wealth Creation Ladder

LEVEL 5	The Entrepreneur
LEVEL 4	The Investor
LEVEL 3	The Owner/Leader
LEVEL 2	The Manager
LEVEL 1	The Self Employed
LEVEL 0	The Employee



Module 7

Building Successful Relationships

Creating trust and rapport to develop a mutually beneficial coaching relationship and create a coaching contract.



Relationship Marketing

Trust and commitment
(Morgan and
Hunt, 1994)

Building Trust In A Coaching Relationship



Building Trust In A Coaching Relationship

2,817 views • Apr 15, 2017

5 0 SHARE SAVE ...

https://www.youtube.com/watch?v=zMNyhgsx2h8&ab_channel=Leadershipmentor

AN ENTREPRENEURIAL MINDSET?

SIX CHARACTERISTICS OF THE ENTREPRENEURIAL MINDSET



Seeing and creating opportunities

creative thinking, innovation strategy, not being content with the status quo, and finding the right measures for success.



Turning ideas into action

implementing innovation strategies, creating the right pace for change, balancing innovation and operational effectiveness, personal and team effectiveness.



Leading the way

leadership and delegation, employee engagement, developing an entrepreneurial mindset in others and removing barriers to entrepreneurial approaches.



Using resources smartly

developing a culture of innovation, commercialisation, smart use of available resources, incentives and rewards for new ways of working.



Managing risk

changing from a risk averse culture, learning from failure, anticipating and overcoming likely barriers, encouraging and supporting risk taking in higher education



Collaborating to create shared value

building internal and external networks, engaging with business and industry, creating economic, social and cultural value, evidence of impact.

A Creative Economy For SL's Future Development:

Webinar on "Creative Economy : Strategy for Sri Lankan Eco..."

CREATIVE ECONOMY:
STRATEGY FOR
SRI LANKAN ECONOMIC
DEVELOPMENT FOR
FUTURE

Watch later Share

WEBCAM

SPEAKER

Professor Nalin Abeysekera
Head, Department of Marketing Management
Faculty of Management Studies
Open University of Sri Lanka

CBS CENTRE FOR BANKING STUDIES
CENTRAL BANK OF SRI LANKA
No.58, Sri Jayewardenepura Mawatha,
Rajagiriya, Sri Lanka

Watch on YouTube

Zoom

The image shows a YouTube video player interface. The main content is a webinar titled "Creative Economy: Strategy for Sri Lankan Economic Development for Future". The video thumbnail features a colorful illustration of people working with gears, a bar chart, and a person sitting on a bar, symbolizing economic growth and development. The speaker is identified as Professor Nalin Abeysekera, Head of the Department of Marketing Management at the Faculty of Management Studies, Open University of Sri Lanka. The video is hosted by the Centre for Banking Studies (CBS) of the Central Bank of Sri Lanka. The interface includes a play button, a watch later button, a share button, and a zoom watermark.

APRIL 19, 2021 / AUTHOR: W.A. WIJewardena / 3 COMMENTS

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A Creative Economy For SL's Future Development: Much More To Be Done To Realise The Goal



Colombo
49,307 likes

 Liked



By W A Wijewardena –

The call for a creative economy

Open University's marketing guru Professor Nalin Abeysekera of Marketing in Sinhalese fame in a recent webinar hosted by Central Bank's Centre for Banking Studies set the ground conditions for having a creative economy for the country's future development.



Archives

-for-teac....pdf

https://www.colombotelegraph.com/index.php/a-creative-economy-for-sls-future-development-much-more-to-be-done-to-realise-the-goal/



The University of Manchester



University College for Interdisciplinary Learning

About Undergraduate Postgraduate MLP Enterprise Challenge Information for staff Student Feed

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- < Units
- 2021/22 semester 1

Are We Alone

Climate Change and Society

Communicating with Confidence

Creating a Sustainable World -

Developing an Entrepreneurial Mindset

Course Unit Code

UCIL21331

This unit offers face-to-face teaching. Due to the current pandemic, it is possible that part of this unit will be taught online.

Course Unit Details

- Level 2
- 10 Credits



Register now

✉ [Email us with your student ID and unit](#)

Gross National Product
vs Gross National
Happiness
(GNP vs GNH)

Female –Important

- world female contribution for labor force-46.9(47%)
- India-20%
- Sri Lanka-35?
- Bangladesh –What is GDP 1% Vs Women Participants 10%?

FEATURE STORY | NOVEMBER 15, 2017

Unlocking Women's Potential in Sri Lanka's Labor Force

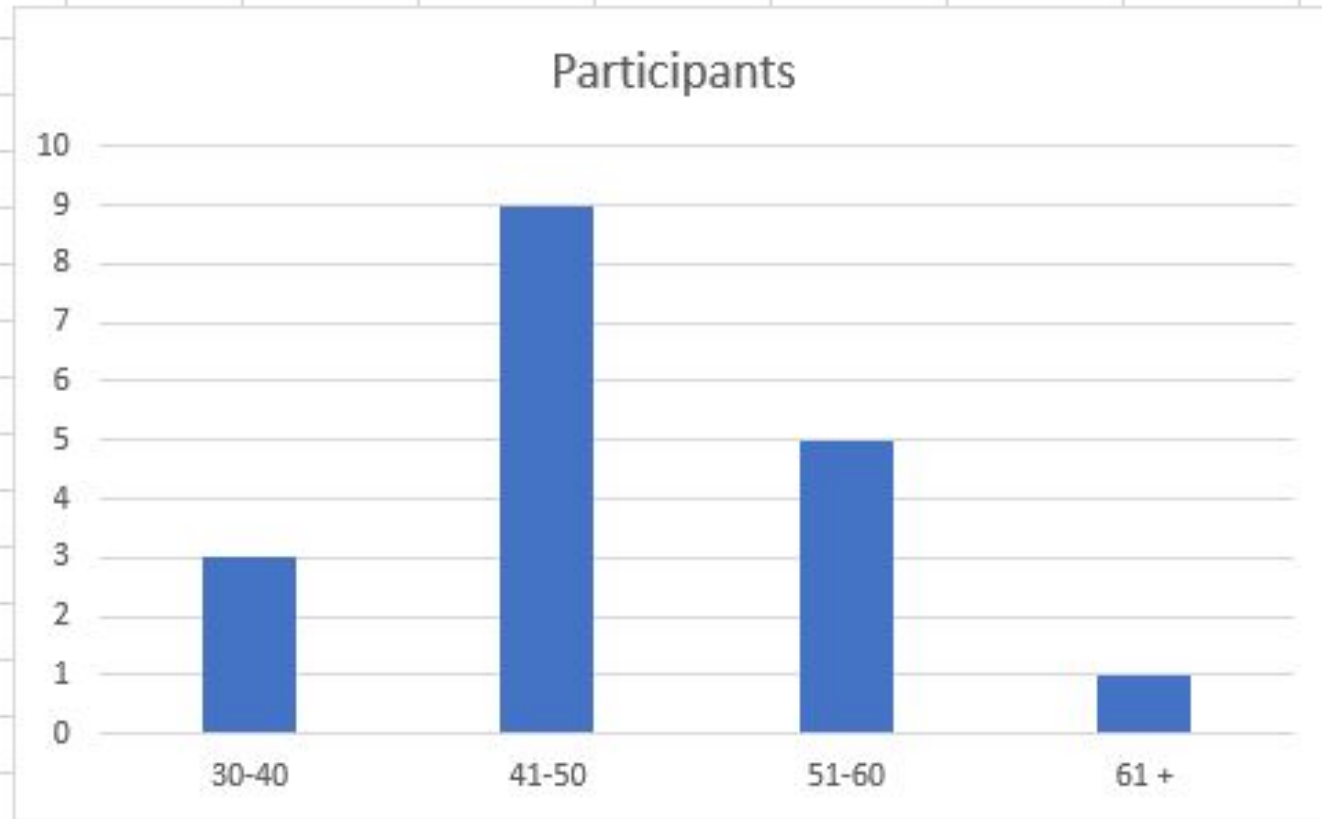


Sri Lanka has the 14th-largest gender gap in labour force participation globally. Men's participation remained above 75 percent during the same time period.

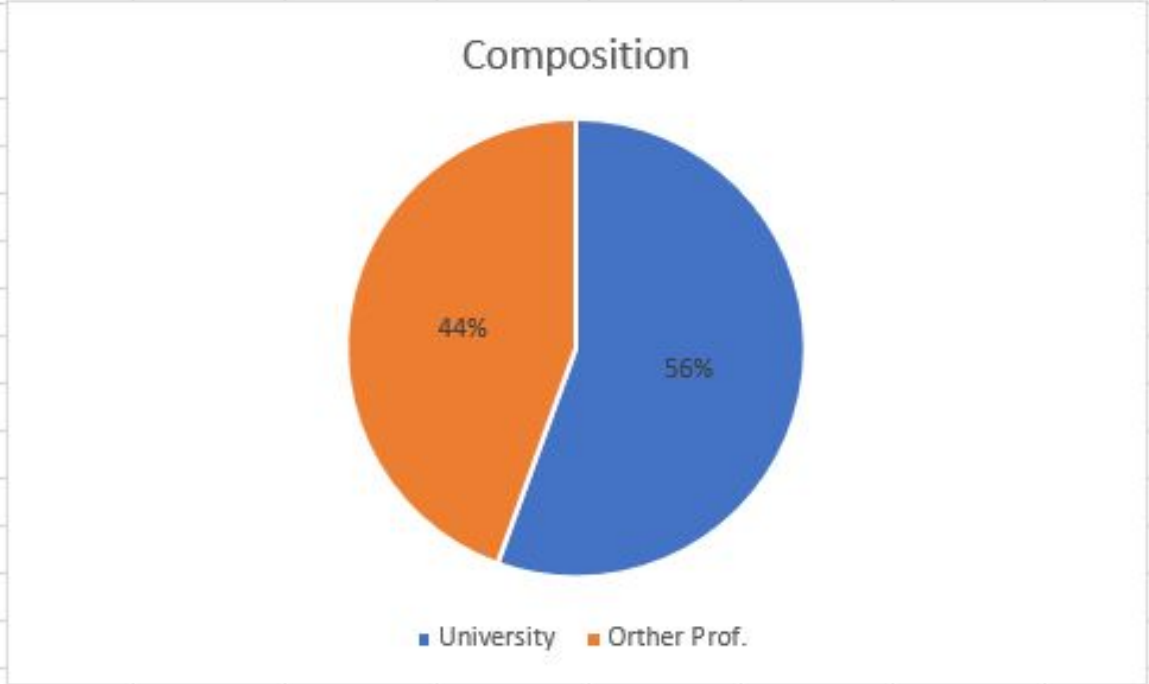
(Source

:[https://www.worldbank.org/en/news/feature/2017/11/15/unlocking-womens-potential-sri-lankas-labour-face](https://www.worldbank.org/en/news/feature/2017/11/15/unlocking-womens-potential-sri-lankas-labour-force))

Age	Participants
30-40	3
41-50	9
51-60	5
61 +	1



University	10
Orther Prof.	8





Sri Lanka ranks 129th in World Happiness Index

March 22, 2021 10:55 am



Sri Lanka ranked 129 out of 149 countries in the World Happiness Report 2021, released by the UN Sustainable Development Solutions Network.

Finland was ranked the happiest country in the world, a feat the Nordic nation achieved for the fourth consecutive year.

Among neighboring countries, India ranked 139th, Pakistan 105th, China 84th, and Bangladesh 101st.

Afghanistan was the least happiest country on the list, while the nine other nations that ranked below India were Burundi, Yemen, Tanzania, Haiti, Malawi, Lesotho, Botswana, Rwanda, and Zimbabwe.

The survey used the Gallup World Poll that asked people to vote on three indicators: life evaluations, positive emotions, and negative emotions.

In the case of life evaluations, the respondents were asked to rate their life on a ladder. "Please imagine a ladder, with steps numbered from 0 at the bottom to 10 at the top," the question stated. "The top of the ladder represents the best possible life for you and the bottom of the ladder represents the worst possible life for you. On which step of the ladder would you say you personally feel you stand at this time?"

For positive emotions, people were asked to respond in binary terms (0 and 1) on three measures: "happiness", "laugh" and "enjoyment". The respondents had to give a binary response on whether they experienced these emotions on the day they polled and the day before.

The mediocre teacher tells. The good teacher explains. The superior teacher demonstrates. The great teacher inspires.

William Arthur Ward

Thanks .

<https://www.nalinabeysekera.com/>

0773028690

nabey@ou.ac.lk