

## Coaching Builder Talents Course

### INSTRUCTOR-LED COURSE

Amid global economic stagnation, a new class of entrepreneurs, or — more broadly — of “builders,” could potentially emerge to create jobs and revive economies. The term “builder” encompasses a variety of people who are engaged in the process of building something that creates economic energy where none existed before. For example, builders use their talents to create new products, services, opportunities and — more importantly — jobs.

Gallup has discovered the rare talents that the most successful builders possess. Based on a study of more than 4,000 builders, Gallup identified 10 talents business builders use to start and grow ventures with economic value. From this research came the Builder Profile 10 (BP10) assessment. It is designed to help people discover and develop their venture-building talents.

The Coaching Builder Talents Course provides coaches what they need to support current and future builders in understanding their talents. They can then use this knowledge to develop and direct their builder talents to achieve greater effectiveness and success.

### Who Should Attend

Professional coaches, high school and higher education professionals, economic developers, and business and community mentors who are interested in finding, developing and coaching current and future business builders.

### What You Can Expect

Participants learn to lead powerful coaching sessions to help others discover, develop and direct their builder talents. Participants gain insights into the rare talents that successful builders possess, examine how the BP10 assessment measures the 10 talents of successful builders and become equipped to help others use the 10 talents to start, grow and sustain successful businesses.

During this course, you will learn to:

- describe the value of the BP10 assessment as an effective measurement of the 10 talents needed to meet the demands of building businesses
- compare and contrast the CliftonStrengths assessment and the BP10 assessment
- deliver effective coaching conversations to help individuals understand, develop and apply their builder talents to increase business success
- assist small groups in learning to discover, develop and direct their builder talents through the Discover Your Builder Talent workshop
- support the development of builders in your community

### Program Format

Two-day course

### Prerequisites

None

### Course Overview

#### Day One

The Importance of Builders

The Need for Builder Talent Coaches

The 10 Talents Specific to Successful Builders

Coaching Essentials: Using the Builder Profile 10 Assessment

Coaching Conversation Practice

#### Day Two

Coaching Challenges

Conducting a Coaching Call

Building Effective Relationships

Strategies for Using BP10 With Teams

Discover Your Builder Talent Workshop

Fostering a Culture of Business Building in Your Community

Your Connection and Commitments to the Mission of Building Businesses

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*Conducted at Gallup locations worldwide. Gallup can also deliver this course at your location for groups of 15 or more. Visit <http://courses.gallup.com> for upcoming dates, locations and tuition information or contact [inquiries@gallup.com](mailto:inquiries@gallup.com) with additional inquiries.*