

## Mentoring Skills DVD

The Mentoring Skills DVD has 60 minutes of video clips on all the skills needed to be a good mentor. Customers use our DVD as part of their face-to-face mentor training workshops. It is the only Mentoring Skills DVD for the UK business market with real life mentor/mentee video clips. It covers:

- The crucial first meeting
  - Meeting and breaking the ice
  - What to discuss in the meeting
  - Agreeing a mentoring contract
  - Confidentiality
  - Appreciating the bigger picture
- Active listening skills for mentors
  - Open questioning
  - Probing
  - Reflecting
  - Challenging
  - Summarising
  - Being comfortable with silence
  - Combining all six skills (Open questioning, probing, reflecting, challenging, summarising and being comfortable with silence)
  - Choosing the medium of communication, such as email or face-to-face
  - How to use body language when mentoring
  - How not to do it (a humorous look at how not to mentor someone)
- Typical mentoring scenarios
  - Four examples of why people want a mentor
- Frequently asked questions
  - Answers to sixteen of the most commonly asked questions about mentoring including: What is mentoring? How does it work? What if we just don't get on?

A free 15-page trainers' guide is also included, with all the information you need to know to run a 2-hour Introduction to Mentoring workshop, and a 2-hour Intensive Mentoring Skills Practice workshop, both using the Mentoring Skills DVD.

*'I am delighted with the DVD; it is a very polished product and just what we need to train our mentors'* Richard Pratt, Senior Mentor, Qinetiq, the one of the world's leading defence technology and security companies.

Visit [www.qiconcepts.co.uk](http://www.qiconcepts.co.uk) to view free previews of some of the Mentoring Skills video clips.

The DVD costs £549 (US\$795) (plus VAT at 15% EC customers). To purchase email [richard.naish@qiconcepts.co.uk](mailto:richard.naish@qiconcepts.co.uk) or call one of the Qi Concepts team on +44 (0) 115 8492769 who will be happy to take your order.