
COACH TRAINING

This program will be of value to those who are in (or about to begin) coaching relationships, as well as to those who wish to learn about mentoring. It can be used as an introduction to mentoring for first-time mentors, or an opportunity for seasoned mentors. Also, the need for managers to be able to coach employees effectively is greater today than ever before. Access is open to everyone and students may begin the program at any time. This course is provided in online classroom, with on-to-one faculty mentoring.

The Coach Training qualification program offers the:

1. Certificate of Knowledge in Coaching

To receive the certificate in Coaching program, a student must complete the curriculum shown below for the applicable option.

COACHING for improved work performance

AIM

This course is fully thought to help managers face the challenges of today's rapidly changing workplace – from absenteeism, high turnover, and teams to flextime, jobsharing, telecommuting, and keeping employees up to speed on new technologies. With case studies and face-to-face interventions, this program aims to help managers and first-time mentors keep their employees, and/or mentees, more productive and more focused – as well as more satisfied and happier at work.

OBJECTIVES

Upon completion of this program, candidates should be able to:

- Understand who needs whom?
- Create a mentoring culture
- Prepare, Negotiate, Enable and come to closure.
- Understand the theories that can and can't be used.
- Apply behaviour management in business.
- Communicate without failure.
- Develop the coaching analysis.

RELEVANT TEXTS

All relevant texts are available in Student's classroom. When you enter your classroom, you will

note links for the course syllabus, assignments, etc. Also there is a link to e-mail your professor/instructor. All course materials are copy written and owned by the professor/instructor.

ADDITIONAL INFORMATION

You have 12 months from the date of purchase to complete your course. However, this course is designed to be completed in 6 weeks time.

STUDY GUIDE

1. THE ROLE OF EXPERIENCE
2. CREATING THE RELATIONSHIP
3. HIERACHY OF NEEDS
4. A THEORY YOU CAN PUT IN PRACTICAL USE
5. THE FACE-TO-FACE DISCUSSION
6. COACHING CASES

EXAMINATIONS & GRADING

Students should refer to Instructor's messages for weekly assignments and discussion questions. Weekly assignments

and the final paper will be graded as follows:

- 90-100% = A
- 80-89% = B
- 70-79% = C
- Below 70% = Fail

ONE TIME ALL INCLUSIVE FEE: € 480