



Diploma in Coaching

TU Dublin Level 8, Special Purpose Award, 20 ECTS

Details

Duration: 12 Days

Region & Dates

Dublin:

Apr 2, 16, 30: May 14, 18: Jun 10: Sept 3, 17: Oct 1, 15, 29: Nov 12, 2020

Dublin:

Oct 29: Nov 5, 19: Dec 3, 17, 2020: Jan 14: Feb 11, 25: Mar 11, 25: Apr 8, 22, 2021

Time:

9.30 am– 5.00 pm

Venue:

Ibec
84-86 Lower Baggot Street
Dublin 2

Cost:

Ibec member: €3,200
Non-member rate: €3,500

Programme Overview:

The primary objective of the Diploma in Business Coaching programme is to facilitate the development of business coaches who can show how to apply a range of practical coaching and management skills in the workplace. It will enable you to become an effective business coach with a range of skills, confidence and competence in this vital area. This programme will enhance your coaching competence, self confidence in practising these skills and allow you to demonstrate these skills in the context of your own career.

Programme Outcomes:

On completion of this programme, participants will be able to

- *Describe the underlying models governing effective business coaching
- *Explain the differing styles of coaching and personality types
- *Conduct a coaching session with increased confidence and skill
- *Develop an integrated theoretical and practical perspective on management and coaching
- *Describe the steps involved in ensuring all business coaching interventions are ethical and suited to the individual client
- *Appreciate different methods of influencing others and handling conflict
- *Describe the manager's job in terms of managerial functions, roles and skills, particularly business coaching
- *Demonstrate the core skills of an effective business coach, showing an ability to adapt to the client being dealt with

Who Should Attend?

This Diploma is designed to meet the needs of all levels of management and is aimed at developing your knowledge as a coach and interpersonal skills in this critical area of business. Therefore, those attending should currently occupy managerial roles or expect to move into managerial positions where they are responsible for coaching others.



Programme Assessment:

Individual assessments are an integral part of the programme and count towards end of year results as follows:

- 1) Two closed book exams
40%
- 2) Project based on 20 hours
of coaching sessions
(3,500 - 5,000 words) 30%
- 3) Learning journal and class
participation 30%

Contact:

For further information, please
contact training@ibec.ie or call
01-6051645

What you said:

"The opportunity to hone skills
in a safe environment
is invaluable.

The opportunity to
learn/refine coaching is
worthwhile whatever
your role. " **Bernard
Kennedy, Head of Marketing,
Mundipharma
pharmaceuticals**

Programme Schedule:

Coaching and Management Models and Theories

- The meaning and importance of organisational behaviour
- The historical roots and emergence of organisational behaviour theory
- Context and managerial perspectives on organisational behaviour
- Attitudes in organisations
- How attitudes are formed
- Key work-related attitudes
- Management functions, roles and skills, particularly coaching
- Critical coaching and managerial skills
- The person/Job/Fit – Individual differences

Coaching Skills and the Psychology of Behaviour

- The nature of human behaviour, including attitudes and values
- Skills of an effective business coach
- Theories of motivation, goals setting and achieving results. Case examples and best practice in these areas

Self-Awareness, Understanding Others and Personality Profiling

- Understanding differences in individual approaches/styles
- Personality profiling tools
- Understanding others and getting the best from each style when coaching
- The psychology behind conflict

The Change Process, Organisational Behaviour and Performance Management

- The nature of change in organisations
- Early approaches to managing change and OB
- Influence based approaches to leadership and change
- Power in Organisations
- Goal Setting

Extra:

- Each participant will also have 3 personal coaching sessions with a professional coach as part of the programme.
- Also, each participant will undergo a Personality Profile Analysis through Thomas International Profile.