

## Coaching – Bringing out the Best!

### ICF ACSTH Path Certification

*Every leader is different. Every bench is different. Every business is different. So while the complexities change, the work of coaching stays the same, keep your clients at the centre of the work, push them to use their strengths more and to temper their weaknesses, and illuminate blind spots because these are what really get in the way.*

*– Stacy Feiner*

*Are you serious about creating change?*

*Do you want to serve others as a leader, facilitator and problem solver?*

*Do you want to change the world one person at a time?*



We live in a volatile, uncertain, complex and ambiguous world where disruption and change are part of our lives and our careers. Most career professionals have less time to reflect and focus on solving leadership issues, dealing with performance problems at work, engaging in creative problem solving and changing behaviour. And apart from pursuing career objectives there is limited time for personal growth and making sure that personal and family time balances with good health and other objectives.

The philosopher Aristotle defined excellence as an art won by training and habituation. And becoming excellent in a high-performance world requires good coaching with excellent coaches.

In becoming a coach, or developing coaching skills, you can enable high performance, motivation, resilience and personal growth in the lives of people who want to stand out from the crowd as high performers, thought-leaders, and achievers.

Whether you want to be a full-time coach, or want to develop coaching skills as part of your leadership portfolio of strengths, our ICF accredited training will teach you the essentials of being a successful coach.

In this training course you will learn:

- The essential skills of ethical coaching and how to apply it in different situations
- Techniques to master client rapport, deep listening and powerful questioning
- Directive communication skills and how to identify and manage resistance
- The use of assessment tools and thinking preference models
- How to identify issues, facilitate a creative problem-solving discussion and identify new possibilities for a defined and agreed upon outcome
- To connect and develop self-awareness as a coach
- The ICF coaching framework and competencies

### **Approach**

This is an instructor-led training course with a high focus on experiential learning. Participants will learn practical skills through instructor-led lectures and demonstration, group reflection, feedback, self-study and one-on-one and group coaching sessions with other participants.

Exercises are based on real-life case-studies and experience. To develop effective coaching skills, participants will experience the coaching conversation from the perspectives of the coach, client and neutral observer.

### **Outcomes**

This training course has the following outcomes:

- Mastering the essential skills and confidence to engage in the coaching conversation as a coach
- Developing a detailed understanding of the philosophy and framework of the ICF's coaching principles and core coaching competencies
- Certification preparation. This training course prepares you for certification with the International Coaching Federation as an Associate Certified Coach (ACC). As part of the ACSTH path to certification, you will receive 60 hours of coaching training consisting of 48 hours of instructor-led training by two ICF certified coaches and 12 hours of self-directed learning assignments. You will also be made aware of the requirements and preparation to register and certify with the ICF within 12 months beyond this training.



## Target audience

This training course is aimed at people that want to learn coaching skills and certify with the International Coaching Federation as an ACC accredited coach. It is specifically aimed at:

- Persons intending to work as independent coaches, or within coaching organizations
- Business leaders, managers and self-starters wishing to develop coaching skills
- NBI-practitioners



## Your Trainers



Ingvar Jónsson is an Internationally published author, performance-coach and speaker within the field leadership- and personal development.

He holds a degree in International Marketing and a MBA from Copenhagen Business School.

Ingvar has built his recent success by training managers and leaders to harness the diverseness of their people using the LAC approach (Leader as a Coach) and Neethling Brain Instruments. He also teaches coaching internationally, from Iceland to South Africa and several countries in between.

He is the author of the books “The Health Handbook” (2004), “The Whole Brain Leader – transform your leadership by developing yourself and coaching others” (2015) and Sigráðu sjálfan þig! (e. Find Your Inner Viking)

Ingvar is the CEO of Profectus in Iceland and Whole Brain Center, the Scandinavian Agency for Neethling Brain Instruments.



Francois Coetzee is a trainer of NLP and HNLP, Master Practitioner of NLP, Master Practitioner of Ericksonian Hypnotherapy, NLP/HNLP Coach, ICF accredited coach, NBI Wholebrain Practitioner, accredited and affiliated trainer of Success Factor Modelling (Dilts Strategy Group) and is a certified director with the Institute of Directors.

He is an entrepreneur and the founder of three business ventures: Xpdian, NLP with Purpose and Exponential-I.

He currently provides coaching, training and consulting services in the in the fields of business start-up, business innovation, and human potential activation.

#### **Course Dates**

Phase 1: 9-13 April 2018 - Phase 1 training covers the theory and principles of being an ICF coach.

Phase 2: 7-8 May 2018 - Phase 2 training covers coaching theory reviews and experiential learning.

**Costs**

R 24,500.00 per delegate excluding VAT

Early bird and block booking discounts are available. Please contact us for details.

**Contact us**

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