

SOLUTION FOCUSED COACHING SCHOOL

ONLINE
STARTING
ON 7/4/2021

Program Dates

7-9/4 & 15/4
12-14/5 & 20/5
9-11/6 & 17/6



**If you are a People Leader, HR or Sales Professional
Benefit from adding Coaching to your Skills
Join us for an icf accredited program - ACSTH
Exclusively for Internal Coaches.**



solutionsurfers[®]

YOU WILL

- learn what coaching is, how it works & why it is so successful
- learn the steps of a solution focused coaching conversation
- practice from day one, in more than 10 peer coaching sessions
- watch 4 demos from experienced coaches/facilitators
- work on the competencies & tools for icf accreditation
- get individualized feedback from professional coaches
- take the opportunity for 4 video practice sessions
- reflect & work on the Solutions Diary

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WHAT TO EXPECT

- A learning environment centered on you, designed to elicit your coaching strengths
- A lot of positive feedback & professional growth
- Many opportunities for interactions & practice: each step of the coaching protocol is demonstrated and then you try it out, with different variations
- Opportunities to reflect on each interaction & practice. Mindful practice makes perfect
- Learning a new and different way of dealing with people and with problems
- Getting to master a simple yet very effective coaching protocol.



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MODULE 2

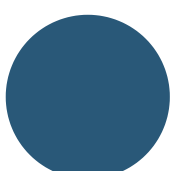
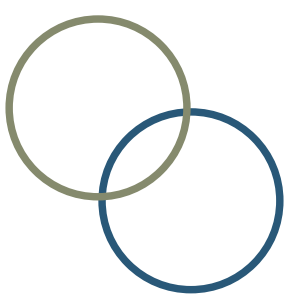
- Resources and Strengths of the coachee
- Using Feedforward for Development
- Future Perfect and The Miracle Question
- The Follow up Session Protocol
- Differences from other models
- Coaching in Dilemmas & Decisions
- Basic principles for a successful coaching session.

MODULE 1

- The 5 steps of Solution Focused Coaching
- The Scaling Tool
- ICF Coaching Competencies
- What to do on your first session
- Effective communication and your presence as a coach
- First coaching session: troubleshooting & special cases.

MODULE 3

- How to remain brief and relevant as a coach
- SF Coaching overview: from the first session to the desired goal
- Practice to increase confidence, rely on your own coaching style & creativity
- Review participant's progress
- Boundaries between coaching & therapy
- Integrating what the client has learnt and wrapping up the coaching relationship
- Creating a Coaching Culture in your organization.



INDICATIVE TESTIMONIALS

- **The course gave me, beyond the awareness of a methodology to my journey as a coach, the opportunity to practice a lot and get valuable feedback.**

N.Nicolaou, Sales Leader New Business, CYTA Cyprus

- **Wonderfully structured coaching program that contained a lot of practice and useful tools. Also, on the spot feedback that helped me enhance my self-confidence and try out new things.**

*E.Paraschaki, Excellence and Coaching Business
Partner, Boehringer Ingelheim*

- **Helps to organize your thoughts and to think strategically while communicating.**

E.Karvela, HR Director Eurobank FPS

- **Very useful tools and knowledge for more effective dialogues and discussions. A useful experience with visible results and direct application to any sector.**

*K.Skouteri, Talent Development Mgr,
AIA - Athens International Airport*

- **What I loved most was the methodology, the team and the possibility to do a lot of practice!**

M. Karageorgou, Market Access & Public Affairs Director, Novonordisk

- **One of the most practical and targeted workshops that I have participated in!**

D. Kardassi, HR Director Interamerican

- **A very fascinating learning experience!**

E.Loizides, Senior executive Zepos & Yannopoulos

