

SOLUTION FOCUSED COACHING SCHOOL

THE COMPLETE ACSTH
TRAINING & MENTORING PACK
FOR ACC CREDENTIAL



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.

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 advantage of 10 Mentor coaching hours towards your ICF accreditation
- 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

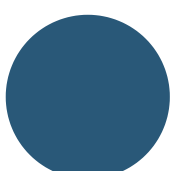
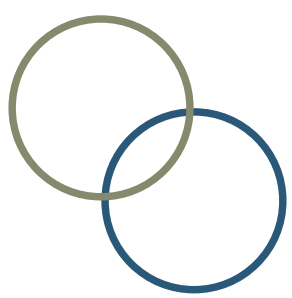
- Resources and Strengths of the coachee
- Using Feedforward for Development
- Future Perfect and The Miracle Question
- The Follow up Session Protocol
- Differences from other models
- Coaching in Dilemmas & Decisions
- Basic principles for a successful coaching session.

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.



KRYSTA TZELEPI, M.A., PCC

is a seasoned solution focused leadership coach, team facilitator with over 2400 hours of coaching executives at all levels. She is the founder, managing partner of Treasure Lab Ltd, an International Faculty Member of Solution Surfers and a Celemi business partner for Greece and Cyprus.

Together with her colleagues and the client, they co-create coaching & leadership development programs. The programs are practical, contain steps, use coaching as a tool for change and bring tangible results. So far, over 4,000 executives have participated in such programs. Clients are large and multinational companies, indicatively: Alpha Bank, BIC, Eurobank, Fraport, JTI, Lafarge, Leroy Merlin, L'Oreal, Mitsis Hotels, National Bank of Greece, Novartis, TITAN and others.

As an ICF accredited PCC coach, since 2010, with over 2000 logged in hours, she is one of the pioneers who brought coaching to the Greek market in 2004 and who later introduced solution focused coaching in Greece. Since 2011, she runs the Solution Focused Coaching School, for internal coaches only, in cooperation with SolutionSurfers International. In 2019 the Coaching program that she designed for Leroy Merlin received an HR Award.

SOLUTION FOCUSED COACHING SCHOOL FACILITATION



With studies in Psychology and an M.A. from Tufts University, Krysta started her career in HR and served as an HR Manager for Marks & Spencer, as Learning & Development Mgr for Citibank, before making a shift to Learning & Executive Development with her own consultancy firm in 2000.

Krysta has also been trained as a Certified Professional Co-active Coach, is an Authorized Team Facilitator by TCI and in 2019, she became a PCC Assessor, for the ICF. As a speaker, she has participated in HR and Management Conferences in Greece, Turkey, Romania etc. as well as TEDx events.

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

