



ILM RECOGNISED OPEN EXECUTIVE COACH TRAINING CURRICULUM

ABOUT COACHING

History
The 9 Principles of Coaching
Code of Ethics
Emotional Intelligence

COMMUNICATION SKILLS

Active Listening
Effective Questioning
Clarifying & Reflecting
The Permission Model
The Coaching Feedback Model
Non Violent Communication
Limiting Beliefs
Trust
Leadership Archetypes

STRUCTURE

Opening and Closing a Session
GROW Coaching Model
EXACT Goal Setting
Setting Actions
Reviewing Actions

THE COACHING SERIES

Introductory session
Transitional sessions
Final session

COACHING IN ORGANISATIONS

How to choose coaches
Closing the deal
Who can be coached
Confidentiality
Informal coaching
Uses for coaching skills
The purpose of coaching
Measurement in coaching

SELF ASSESSMENT

AC Integrated Competency Framework
Competency self assessment
Planning for my development

RESOURCES

Recommended books & Organisations
Next steps
Accreditation

MATERIALS

90 page manual
Effective Questions
Coach's Worksheets
Coachee Pack
Coachee's worksheets
EQ Review
Values Questionnaire
Contracts
Personal agreement
Organisational agreement