



PERFORMANCE  
CONSULTANTS

## Syllabus Information

# Coaching for Performance Coach Certification Module 1

The program is recognized by the International Coaching Federation (ICF), the European Mentoring & Coaching Council (EMCC) and the Association for Coaching (AC)

At Performance Consultants the focus is on transformational rather than transactional coaching, and expanding understanding and experience of the human development process. We help people and organizations to transform and develop themselves for the better. In our work, we bring out the heart and soul in organizations and businesses to unleash people's potential and create sustainable growth in performance and capital.

### Fundamental coaching skills

- Establishing agreements
- Self-management
- Trust and non-judgement
- Coaching presence
- Coachee's agenda
- Active listening
- Powerful questioning
- Direct communication
- Reduce interferences
- Support and challenge
- Coaching feedback
- Energizing goals
- Planning and goal setting
- Designing actions
- Managing progress and accountability
- Support and deepening learning

### GROW model

#### Inner Game and coaching potential

#### Principles and philosophy of coaching

- Emotional intelligence (EQ)
- Awareness, responsibility and self-belief
- Coaching mindset (being and doing of coaching)

#### Ethics and professional standards

#### Coaching for performance and purpose in organizations

Live Training Hours: 17  
Self-paced Training Hours: 4.25





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## Syllabus Information

# Coaching for Performance Coach Certification Modules 2 & 3

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Coaching attitudes  
Three legs of learning  
The Iceberg Coaching Model  
The pathway of coaching  
Creating alliance  
Getting below the surface  
Reducing interferences  
Empowering the coachee  
Understanding change  
Neuroscience  
Setting meaningful goals  
Designing actions  
The arc of a coaching relationship  
The anatomy of a coaching session  
Managing the coaching relationship  
Shifting mindsets

Disruption  
Power sources and limitations  
Challenging  
Acknowledgement  
Championing  
Witness  
Declarations  
Visioning/imagining  
Using metaphor  
Using the body  
Attitudes and impact  
Working with emotions  
Challenging the coachee  
Managing progress and accountability  
Completion

Live Training Hours: 34  
Self-paced Training Hours: 13





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## Faculty

# Coaching for Performance: Coach Certification Pathway

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## Module 1

Aisshvarya Shah, PCC	Giulio Tamacoldi PCC
Andreas Kömmling, PCC	Jeffrey Wu, ACC
Anthony Sheldon, PCC	Jon Williams, PCC
Barbara Dewast, PCC	Kara Posse, PCC
Bill Pullen, MCC	Lisa Kleitz, PCC
Carolyn Dawson, PCC	Ranya Elan, PCC
Chris Howell, PCC	Sookgi Han, PCC
Ciarán Coleman, PCC	Souzan Bachir, PCC
Curt Mandell, PCC	Steve Jeffs, MCC
(Wayne) Doug Peck, PCC	Tina Gaarn Christensen, PCC
Duncan Muller, PCC	Yves-Pascale Pelcener, PCC

## Modules 2 & 3

Aisshvarya Shah, PCC  
Anthony Sheldon, PCC  
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