COURSE SYLLABUS

Coaching Skills for Today's Leaders Course

Develop essential coaching skills to motivate employees, build trust, and foster team growth.

> Group classes (Live Online) and onsite training are available for this course. For more information, email onsite@graduateschool.edu or visit: https://sdfm.graduateschool.edu/courses/coaching-skills-for-todays-leaders



CustomerRelations@graduateschool.edu • (888) 744-4723

Course Outline

Module 1: Coaching

- Understand the basics of coaching and its key distinctions from other leadership and managerial functions
- Explore the importance of coaching in employee development
- Learn how coaching can help clarify choices and foster personal and professional growth
- Discuss how coaching is used in various work settings and its applications for both leaders and employees

Module 2: Core Competencies of Coaching

- Learn the four core competencies of coaching: Setting the Foundation, Co-Creating the Relationship, Communicating Effectively, and Facilitating Learning and Results
- Understand the ethical considerations and agreements that support successful coaching relationships
- Practice effective communication skills, including active listening, questioning, and providing feedback
- Apply the core competencies in real coaching scenarios

Module 3: Application of Coaching Skills

- Learn how to apply coaching techniques in leadership roles and employee development
- Identify when an individual is ready for coaching and how to set effective coaching goals
- Understand the logistics and best practices for conducting successful coaching sessions
- Explore different tools and techniques to enhance the coaching process, such as active listening, goal setting, and evaluation