



*Líderes entrenando a Líderes*

< [www.escuelacoaching.com](http://www.escuelacoaching.com) >

LEADER COACH

ONLINE



# WHAT IS COACHING?

*Coaching is the art of asking questions to help other people, through learning, to explore and discover new beliefs, which result in the objectives being achieved*

Escuela Europea de Coaching - EEC

Executive coaching is founded on respect for the other person as a legitimate other, leaving space for them to be whatever they are. Coaching is training in communication and leadership skills to encourage self-knowledge and contact between the person and their environment. Our starting point is to interpret people as linguistic beings, who create themselves through language.

*Professional coaching is a continuous professional relationship which helps people to achieve extraordinary results in their lives, professions, companies and business activities. Through coaching, the client deepens their knowledge, improves their performance and enhances their quality of life*

International Coach Federation - ICF

# PRINCIPLES OF COACHING



## No one is in possession of the truth

The same reality can be seen from different points of view, and can thus lead to interpretations and conclusions that are different but equally legitimate.



## People act as best they can within their capabilities

Coaching allows for the discovery of new ways of doing things as a result of changing limiting beliefs.



## Every individual has a talent waiting to be revealed

The human being is complete - nothing is missing. Inside they have enormous potential just waiting to be unlocked. Coaching facilitates this liberation. The coachee is autonomous: they are the one who decides, who makes choices, and who ultimately resolves.



## People can change

The facts cannot be changed, but the interpretation of the facts can: we can choose what interpretations we give them. Anything that is not genetic can be changed.



## Confidentiality

Nothing that the coachee says leaves the coaching sessions, or the secure environment.



## Being/Doing

Coaching differentiates between what we DO and what we ARE. It argues that we are much more than what we do, and we can choose who we ARE.

# CONTENT



## COACHING NOW, WHAT FOR?

Transformational leadership vs. Transactional Leadership | The relationship between coach and coachee | How to create context and trust | The importance of listening. The coherence between body, emotion and language.



## TRAINING THE COACH CORE SKILLS

Change of type of observer. Identifying coaching concepts | Believes | Deeper approach to generating context and listening.



## CURRENT SITUATION

Mental models: beliefs, facts and reviews. How to get the customer to question their limiting beliefs and change them by powerful ones. | 360° Feedback Tool Development and its implementation through case studies.



## IDEAL SITUATION

Ideal situation and Action Plan | Power of a vision | Resistance to change | Tracking and measuring. Designing a conversation.

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## WHO IS IT FOR

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Our programme is geared to professionals who seek to improve their leadership skills and their ability to influence teams to ensure alignment is met.





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## METHODOLOGY

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This is an online program that allows you to learn and develop skills and knowledge that will allow you to practice coaching abilities upon completion of the training process.

EEC experts have carefully designed this program, which includes a wide range of practical exercises during the program that are monitored by experts to guarantee that you not only understand the competencies and distinctions of Executive Coaching at a conceptual level, but that you are also sure and ready to put them into practice.

As a participant you will have the opportunity to perform as a coach and as a client so you experience for yourself what executive coaching is.

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## COACHING PRACTICES

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Each participant will have a private coaching process with one of EEC's professional coaches. Each coaching process consists of three individual sessions. These will be set by coach and coachee (participant) depending on their own agenda. The time for each session is between 2 hours and 1 1/2 hours.



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# DURATION

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Our Leader Coach Program is 100% online and offers a total of 46 HOURS:

32 HOURS

training in online sessions

6 HOURS

coaching process

8 HOURS

of individual reading and  
studying time

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## ICF APPROVED

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This Leader Coach Program is an Accredited Coach Specific Training Hours (ACSTH), by International Coach Federation (ICF). This accreditation is reviewed every six months in order to confirm that the program meets ICF's high standards.

At the end of the program, you will receive a diploma by EEC as trained in an ACSTH program by ICF. This is enough to start a professional career as a coach in ICF. Accessing other certifications, such as ACC (Associate Certified Coach), PCC (Professional Certified Coach) and MCC (Master Certified Coach) by completing ICF standards (visit [www.coachfederation.org](http://www.coachfederation.org)).



# BENEFITS OF TRAINING WITH EEC



All of our classroom trainers are also **active working in-company coaches** with extensive experience in executive coaching.



Our training is sustained by **real executive coaching experience** in a business environment.



The programs have been designed from a **solid theoretical basis of coaching and proven experience in the field.**



We have trained more than **15,000 professionals**. Our programs have a proven effectiveness of **15 years**



Our programs are **adapted to the learning pace of the participant and to the needs of each client.**



We have the highest certification granted by the **International Coaching Federation (ICF)**



We offer a **range of programs** that cover the comprehensive training of a professional coach



We offer post-training activities and services with **EEC Alumni**



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