



Szkoła Coachów
The Art & Science of Coaching



WSZECHNICA

UNIWERSYTETU
JAGIELLOŃSKIEGO



ERICKSON
COACHING
INTERNATIONAL

The Art & Science of Coaching

The Certificate Program The Art & Science of Coaching is one of the most recognizable coaching course in the international community of coaching courses.

What makes it different from the other courses?

- An international Certificate **Erickson Professional Coach (EPC)** issued at the end of the course;
- The highest accreditation by the **International Coach Federation** and the possibility to apply for a **PCC or ACC ICF certificate**;
- An international team of certified trainers of Erickson Coaching International and International Coach Federation;
- International community of over 50000 coaches representing 114 locations around the world;
- Extensive experience (Erickson Coaching International since 1986, Wszechnica UJ since 2007);
- A consistent methodology and preparation for coaching in a solution-focused approach inspired by the therapeutic practice of Milton Erickson;
- Focus on practical skills (demo sessions, exercises in various forms during classes and between modules, session recordings);
- Possibility to take part in modules once again;
- Access to Erickson Online Academy.

School's foundation

- A complete coherent workshop;
- Adjusting communication skills to the new role;
- A set of method and techniques to use during the coaching session;
- Focus on practice, coaching sessions from the first day of training.

The content of the course consist of holistic solution-focused coaching model, inspired by Milton Erickson, draws from short-term therapy, positive psychology, good business practices and project management methodology.



[Erickson Coaching International](#) has been a worldwide educational organization since 1980, providing professional training programs in coaching and human development across the globe. Courses are available in advanced human dynamics and change technologies, accelerated learning, leadership development, creativity, and coaching excellence at international and satellite locations around the world. The Art & Science of Coaching ICF Accredited Coach Training Program is one of the leading and fastest-growing coaching training programs in the world. Training centers supporting Erickson Coaching International are located in various cities in North America, China, the United Kingdom, Scandinavia, the Czech Republic, Poland, Russia, and Turkey. The Head Office for Erickson Coaching International is in beautiful Vancouver, British Columbia on Canada's West Coast.



Marilyn Atkinson - Creator of *The Art & Science* of Coaching course and founder of Erickson Coaching International.

Internationally recognized coach, consultant, Master NLP Trainer, and Registered Clinical Psychologist. She works with individuals and organizations to consult, design, and train Solution Focused Coaching and Counselling. She is the founder and President of eight Erickson College centers worldwide, where she has been teaching solution-focused coaching and counseling since 1985. Marilyn is an NLP and coaching visionary, leader, and author. Known around the world for her sparkling presence and powerful personal development courses, she is an innovator with impact. Over 30 NLP institutes around the world use her exercise designs and procedures. She has been working to develop Psychotherapy and Family Therapy in Russia and Eastern Europe.



TARGET AUDIENCE

This training course is targeted at those who are planning to assume the professional role of a coach and are seeking comprehensive preparation and an opportunity to test their competencies. It may also prove useful for those who intend to use coaching methods in other professional roles, such as manager, trainer, or consultant.

The working methods featured in the course allow the participants to use the personal and interpersonal competencies they have already acquired. Consequently, the participants' experience and predispositions related to working with people or supporting their development will be helpful during the course.

Although intensive participation in coaching conversations and exercises may be very helpful for the participant's personal development, it is not the key working area during the course.

Anyone looking for an opportunity to perfect their personal competencies is encouraged to enroll in coaching sessions or other development programs provided by Wszechnica UJ.

OBJECTIVES OF THE TRAINING

At the end of the course, the participants will have:

- developed a coherent understanding of the role of a coach, the coaching relationship, and the uses of coaching in organizations,
- mastered the comprehensive and well-established coaching methodology, including the structure of a coaching talk,
- mastered a broad range of tools and processes which are useful in reinforcing the effects of coaching,
- increased self-awareness and readiness to build a supportive coaching relationship;
- ability to design and conduct a full coaching process;
- opportunity to achieve dual international coaching accreditation (EPC ECI and ACC or PCC ICF).
- acquired coaching communication skills corresponding to the International Coach Federation's competency profile.



APPLICATION AREAS



Competences acquired during The Art & Science of Coaching may be applied in the following areas:

- conducting coaching processes with individual and business clients (life coaching, business coaching);
- implementing coaching management style;
- talent development and management;
- team development;
- support in developing individual competencies;
- development talks with employees;
- strengthen commitment and build an attitude of responsibility;
- supporting creativity and designing solutions;
- planning and organizing time.

WORKING METHODS

The course allows participants to gain practical experience and conduct coaching sessions from day one. Participants can expect:

- The demonstration of coaching sessions and examples of the use of selected tools.
- Conducting coaching sessions independently in groups of two; with the support of the trainers.
- Learning how to give each other constructive feedback; incorporating the client perspective and listening to the observer.
- Developing coaching skills for group exercises.
- Interactive mini-lectures and discussions.

An integral part of the training is the delivery of coaching sessions between modules. Participants form three-person teams that meet in person or remotely to gain more and more confidence in working with diverse clients.

The course is complemented by materials that include texts to help participants better understand the training content, scenarios of coaching exercises, and various schemes and help sheets for conducting coaching.

PROGRAMME OUTLINE

MODULE I (4 DAYS)

INSPIRATION

- Introduction to the role of a coach;
- Session structure and basic tools;
- Creating a vision of desired changes.

MODULE II (4 DAYS)

IMPLEMENTATION

- Prioritization models and time management;
- Creativity and strategy development;
- The Inner Critic and mastery walk.

MODULE III (4 DAYS)

INVOLVEMENT

- Discovering values, depending work;
- Deal with resistance and objection;
- Long-term coaching process.

MODULE IV (4 DAYS)

INTEGRATION

- Improve the ICF competencies;
- Working with a client model of success;
- Business model and first steps on the coaching market.

MODULE V (4-8 MONTHS)

CERTIFICATION PACKAGE

Group mentoring

Group session

Individual session

Exam

During breaks between the modules:

- Meetings (6 meetings) in coaching threesomes;
- Submission 3 recordings of coaching sessions
- During modules I-IV participants received feedback.



PROGRAMME

MODULE I

THE BASICS - COACHING FUNDAMENTALS

INSPIRATION

In Module I you will be given a step-by-step introduction to Erickson's Solution Focused Approach to coaching. You will learn the basics of the coach position and will be able to conduct a full coaching session by the end of this module. The focus of Module I is on inspiration and the central question we will explore is, "What do I want to achieve?"

KEY ELEMENTS OF THE MODULE

- Erickson Solution Focused Coaching Foundation
- The Basics-Coaching Fundamentals
- The Powerful Brain Conversation
- Coaching Solutions
- The As-If Frame
- The Logical Levels & Creating Client Futures
- Voice and Tone in Coaching
- The Feedback Frame

MODULE II

PLANNING AND SOLUTION DESIGNING COACHING

IMPLEMENTATION

Module II will provide you with an expansive set of tools to delve into your client's question, "How shall I achieve it?" You will learn specific methods to assist your clients in developing a productive relationship with strategies, planning, execution and time. Creative solution finding and implementation define Module II.

KEY ELEMENTS OF THE MODULE

- Prioritization Models
- Time Management
- Creativity and Expanded Perspectives
- Tri-Position Planning
- Strategy Creation: The Realist
- Mastery and Coaching the Critic

PROGRAMME

MODULE III

VALUES AND SELF-AWARENESS COACHING

COMMITMENT

The aim of Module III is to raise awareness of how connecting with our deepest values enable us to commit to following through on a project. When we identify and align with our core values, we are able to answer the question, “Why is it important for me to be doing this?” In this module we will teach you processes that facilitate values integration and how to handle objections.

KEY ELEMENTS OF THE MODULE

- Values Fundamentals
- Motivation and Assumptions
- Core Outcome Coaching
- States
- Spiral Value – The Graves Model
- Communication: Agreement and Commitment

MODULE IV

INTEGRATION – ACHIEVING SUCCESS

INTEGRATION

Module IV is about completion and satisfaction. “How will I know when I have achieved my goal?” is the key question we will work with. A brief study of meta-programs will also highlight the differences in our communication styles and reveal methods to communicate more effectively with others. At the same time we will move towards completion of the first four training modules, which includes testing of skills and competencies. In this last phase the topics of all four modules will come together to complete the bigger picture of the integrated Solution Focused Coaching Model.

KEY ELEMENTS OF THE MODULE

- The Study of Metaprograms – a must know for coaches, what they are and how to use them.
- Representational Systems
- Client Perspective
- Coach Position Effectiveness
- Success Conversations: Leadership, Vision, and Abundance

PROGRAMME - MODULE V (ACTP)

MODULE V

CERTIFICATION PACKAGE

GROUP
MENTORING
2X2h

Online meetings that include a conversation about participants' professional development, a reminder and review of the coaching competency profile.

3 GROUP
SESSIONS

Group mentoring sessions with participants in the certification package.

3 INDIVIDUAL
SESSIONS

In-person sessions involve working directly with a mentor in relation to "live" or recorded coaching sessions.

EXAM
1x1h

Oral exam is conducted in the form of a coaching session. Observed teleconference session with own client, during which compliance with the competence profile at the PCC ICF level is verified.

EFFECTS: The program will benefit most from those who have experience in conducting sessions outside of the training context (it will allow them to apply the lessons learned from mentoring sessions in practice). The usefulness of the program, however, does not depend on the number of coaching hours accumulated.

Participants may expect:

- individualized support during the program,
- comprehensive feedback and recommendations during individual and group mentoring sessions,
- exchange of experience with a group of experienced, practicing coaches,
- guidance and recommendations on specific situations from their own professional practice.

CERTIFICATION

MODULES I-IV

ERICKSON
COACHING
INTERNATIONAL
(ECI):

Training hours (Modules I-IV) are recognized as Accredited Coach-Specific Training Hours allowing the graduates to fulfill the requirement of attending professional coach training.

Participants of Modules I - IV, obtain an international **Erickson Professional Coach (EPC)**.

INTERNATIONAL
COACH
FEDERATION
(ICF):

Participants who have completed Modules I - IV are qualified to apply for ICF certification at the **ACC or PCC** level through the **ACSTH path**.

MODULES I-V

The certification process (Module V) completes an Accredited Coach Training Program, providing a mentoring and oral assessment that allows the participants to apply directly for Professional Certified Coach credentials in the ACTP route.

After passing the oral exam at the end of the certification package, participants receive an **Erickson Certified Professional Coach (ECPC)**.

After passing the oral exam, participants are eligible to apply for ICF certification at the **ACC or PCC** level via the simplified **ACTP path**.

PAYMENT

MODULES I-IV Online

15 200 PLN + 23% VAT

(PLN 18 696 gross)

Payment up to 14 days before the start of the training.

Standard fee

14 700 PLN + 23% VAT

(PLN 18 081 gross)

Payment up to 30 days before the start of the training.

Discount 500 PLN

14 200 PLN + 23% VAT

(PLN 17 466 gross)

Payment up to 45 days before the start of the training.

Discount of 1000 PLN

4 x 3 800 PLN + 23% VAT

(4 x 4674 PLN gross)

Payment of the first installment 14 days before the start of the training.

Standard fee

ONE TIME PAYMENT

INSTALLMENTS

MODULES I-II

8 500 PLN + 23% VAT

(PLN 10 455 gross)

Payment up to 14 days before the start of the training.

Standard fee

2 x 4 250 PLN + 23% VAT

(2 x 5227, 5 PLN gross)

Payment up to 14 days before the start of the training.

Payment by installments

STANDARD FEE

CERTIFICATION PACKAGE

5 500 PLN + 23% VAT

(6 765 PLN gross)

Payment up to 14 days before the start of the training.

Standard fee

4 500 PLN + 23% VAT

(PLN 5 535 gross)

Payment within a maximum of one year after completion of Modules I-IV.

Discount

ONE TIME PAYMENT

ORGANIZATIONAL INFORMATION



Duration of training:

- Module I - IV: 16 days (136 training hours), I day: 10:00 – 18:00, II,III,IV days: 9:00 – 17:00.
- Module I – IV Online: 24 days (136 training hours), 9:15 – 15:00.
- Certificate package: 4 – 8 months (online session, group mentoring, individual mentoring, exam).

Size of the group:

- 8 -15 participants (for larger group training is run by two trainers).

Language

- Polish-speaking trainers, training materials in Polish and English. Knowledge of the English language is not required.

The fee includes:

- Training hours accredited by ICF;
- A set of training materials in Polish and English
- Lunch (diet adjustable) and coffee breaks,
- A certificate of completion of “The Art & Science of Coaching” at the ACSTH level issued by Erickson Coaching International,
- A certificate of completion of “The Art & Science of Coaching” at the ACSTH level issued by Wsztechnica UJ,
- Possibility to obtain the international Erickson Professional Coach (EPC) or Erickson Certified Professional Coach (ECPC).
- Feedback during training and between modules I-IV from mentors/trainers,
- Access to the Erickson platform.

WHAT MAKES US DIFFERENT?



International Erickson Professional Coach (EPC) certification is issued at the end of school.



The highest accreditation by the International Coach Federation and the possibility to apply for a PCC or ACC ICF certificate.



An international team of certified trainers by Erickson Coaching International and International Coach Federation.



Representation in more than 114 locations around the world.



An international coaching community of more than 50,000 people.



Extensive experience (Erickson Coaching International since 1986, Wszotechnica UJ since 2007).



A consistent methodology and preparation for coaching in a solution-focused approach inspired by the therapeutic practice of Milton Erickson.



Focus on practical skills (demo sessions, exercises in various forms during classes and between modules, session recordings).

950

GRADUATES IN POLAND

OVER
50000

GRADUATES IN THE WORLD

60

EDITIONS IN POLAND



POLAND



CONTACT

Izabela Dołęgiewicz

Head of Professional Development

Coach | Trainer

 Izabela.dolegiewicz@wszechnica.uj.pl

 506 006 087

 12 424 08 50

 www.wszechnica.uj.pl



WSZECHNICA UNIWERSYTETU JAGIELLOŃSKIEGO SP. Z O.O.

ul. Sławkowska 10, 31-016 Kraków

