

CORE SKILLS FOR COACHING: HIGHER EDUCATION

THE “LEADER AS COACH” DIFFERENCE

You have devoted a lot of time to becoming an expert in your field, and you’re likely used to being the person with all the answers. Now as a leader, you don’t have time to be the sole expert and problem-solver. You need to empower others to find the answers.

Core Skills for Coaching: Higher Education is designed specifically to help leaders like you leverage coaching skills to expand your leadership skillset and impact.

When you develop and implement coaching skills such as mindfulness, listening, and curiosity, you elevate the engagement and performance of your team members. Coaching skills help you make the critical transition from the leader with all the answers to the leader who empowers others to find solutions themselves. Not only does this alleviate some of your day-to-day stress, but it also creates more trusting relationships, higher levels of innovation and creativity, and better bench strength within your team.



AT A GLANCE



CLASS SIZE
up to 8



FORMAT
Virtual



TUITION
\$4000



CREDITS
30 hours of ICF-approved
Continuing Coach Ed

TITLES OF RECENT ALUMNI

Senior executives in universities and colleges, such as:
Presidents, Center Directors, Deans, Provosts, Cabinet Members (such as
Vice Presidents, Vice Chancellors, Chief Legal Counsel, etc.)

WHAT YOU WILL LEARN

At the end of the program, you will be able to:

- » Demonstrate core skills and methods for coaching.
- » Effectively assess when to use coaching appropriately and effectively.
- » Apply coaching skills within higher education settings.
- » Articulate the values in which coaching is grounded.
- » Implement 2-3 specific actions you can take to improve your ability to coach.



"I have been through multiple leadership and coaching programs in my career. The Spiro model is the first one that prepared me to coach upon completion of the program. Through sound research, observational practice, and personal care, the Spiro model empowered me in my life and helped me positively impact the lives of others."

EARL GIVENS
Dean of Learning Resources
& Library Director
Catawba College





THE CORE SKILLS FOR COACHING EXPERIENCE

In this program, you will:

DEVELOP FOUNDATIONAL COACHING SKILLS

Learn how to establish trust, listen, ask questions, create awareness, design action plans, and set goals. These foundational skills contribute to a coaching mindset – a key component to successfully using and applying leadership coaching skills.

ENGAGE IN A VARIETY OF HANDS-ON LEARNING ACTIVITIES

Develop skills through synchronous and asynchronous learning, hands-on practice, large and small group activities, reflection, and reading.

PRACTICE AND GET FEEDBACK FROM A MENTOR COACH

A significant amount of time is spent in small, mentor-coach-facilitated groups practicing various coaching skills. Mentor coaches provide specific input and feedback to expand participants' coaching acumen. You will also have 1:1 time with your mentor coach to focus on your personal development needs.

LEARN AN EASY-TO-APPLY MODEL

The program is centered on a simple yet effective coaching model that is easy to remember and apply.

BUILD CONNECTIONS TO YOUR WORK CONTEXT

This unique, evidence-based, online program focuses on leadership application specifically in higher education settings.

NETWORK WITH OTHER HIGHER EDUCATION LEADERS

You'll have the opportunity to get to know and learn from other higher education leaders.

APPLY DIVERSITY, EQUITY & INCLUSION IN COACHING

Learn skills to help you effectively coach all audiences.





DESIGNED TO
ACCOMMODATE
YOUR BUSY
SCHEDULE

We designed **Core Skills for Coaching: Higher Education** with you and your schedule in mind. Based on feedback from others in Higher Education, the program is divided into manageable blocks of time spread out over three months, improving application, and minimizing disruptions in your day-to-day schedule.

Register today for the next open enrollment program or call us about customizing the program for your organization.

VIRTUAL CLASS AGENDA

All times are in Eastern Time (ET)

MONTH 1		
DAY 1	WEDNESDAY	3:00 PM TO 5:00 PM
DAY 2	FRIDAY	10:30 AM TO 5:00 PM
DAY 3	SATURDAY	1:00 PM TO 5:00 PM
DAY 4	FRIDAY	10:30 AM TO 5:00 PM
DAY 5	SATURDAY	1:00 PM TO 5:00 PM
MONTH 2		
DAY 6	FRIDAY	3:00 PM TO 5:00 PM
MONTH 3		
DAY 7	FRIDAY	3:00 PM TO 5:00 PM

"Core Skills for Coaching was an engaging journey with peer support, personal reflection, and curiosity. My cohort consisted of peers who were facing similar challenges as I was, and the program provided us with a safe space to work through these changes and experiment with new approaches and behaviors. The practice time with the cohort was incredibly powerful."

DEDRIC CARTER
Vice Chancellor for Innovation, Entrepreneurship, &
Economic Development and Chief Innovation Officer
University of North Carolina at Chapel Hill



ABOUT THE SPIRO COACHING INSTITUTE

WE DEVELOP PEOPLE WHO SERVE HUMANITY.

Our highly experienced industry experts develop leaders in higher education, academic medical centers, and nonprofits. We believe the best way to create meaningful social change is by focusing on these sectors that positively impact society. Together, we catalyze the social sectors' impact on humanity.

The Spiro Coaching Institute grew out of a collaboration between Kramer Leadership and Penfield Consulting Group, two organizations renowned for providing exemplary support to leaders in social sectors. Since 1998, our team of expert faculty, coaches, and administrative leaders has been dedicated to providing world-class executive coaching, leadership development, consulting, and coach training.

1% of our profits go to support the Education Fund of The Leadership Conference on Civil & Human Rights.

CONTACT US TODAY!

To register or to learn more, please contact us:

EMAIL: info@spirocoaching.com

WEBSITE: www.spirocoaching.com/ahec

