

# CORE SKILLS FOR COACHING: ACADEMIC MEDICAL CENTERS

## THE “LEADER AS COACH” DIFFERENCE

As an expert in your respective medical field, you’ve gotten where you are by devoting years to perfecting your craft through education, training, and practice. As you advance through your organization, you may find that you need to develop different skills to handle the challenges that come with each position.

***Core Skills for Coaching: Academic Medical Centers*** is designed specifically to help you leverage coaching skills to expand your leadership skillset and your impact.

When you develop and implement coaching skills such as mindfulness, listening, and curiosity, you elevate the engagement and performance of your colleagues and 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 stress, but it also creates more trusting relationships, higher levels of innovation and creativity, improved patient care practices, and better bench strength within your team.



# AT A GLANCE



**CLASS SIZE**  
up to 24



**FORMAT**  
Virtual



**TUITION**  
\$4500



**CREDITS**  
30 hours of ICF-approved  
Continuing Coach Ed

## TITLES OF RECENT ALUMNI

Senior Leaders (Executives, Deans), Directors, Administrators, Departmental Leaders, Nurse Leaders, Clinical Leaders, Lab Directors, Faculty Development Professionals, HR Professionals, Academic Medical Centers Coaches & Consultants

## WHAT YOU WILL LEARN

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

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



*"The insights gained and the people I met during this program were extraordinary. I was taught tangible skills to develop my colleagues, partners, and trainees. I connected with an exceptional and diverse group of people from medical institutions around the US and was made better from their experiences and interactions. The mindful approach to coaching through the Spiro model resonated with my approach to life and medicine - I am a better physician, leader, and person for participating in this program!"*



PHILLIP M. PIERORAZIO, MD  
Section Chief of Urology  
Penn Presbyterian Hospital at  
The University of Pennsylvania



## 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 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 Academic Medical Center settings.

### **NETWORK WITH OTHER ACADEMIC MEDICAL CENTER LEADERS**

You'll have the opportunity to get to know and learn from other Academic Medical Center 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: Academic Medical Centers** with you and your schedule in mind. Based on feedback from others in Academic Medical Centers, 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.

### How to Engage

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  |

*"This program teaches a whole new mindset to approach the work that we do every day, one that's a lot more satisfying, connecting, and creative."*

BRONWYN H. BRYANT, MD  
Assistant Professor, Pathology  
The University of Vermont Medical Center





## **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](mailto:info@spirocoaching.com)

WEBSITE: [www.spirocoaching.com/aamcc](http://www.spirocoaching.com/aamcc)

