



Professional Diploma in Executive Coaching



Senior Fortune
1000
 executives
 reported an average
 increase of **53%**
 in productivity levels and
22% increased
 bottom-line
 profitability after having
 used coaching to enhance
 their performance.

Enable your people to give their best performance

Smart organisations use a coaching culture as a key enabler of organisational performance.

This coaching approach to people management can drive a business to new levels of productivity, delivering significant return on investment. This Professional Diploma in Executive Coaching combines the most effective coaching techniques with a thorough grounding in modern organisational realities to unlock the power a coaching culture can produce.

It is expected that participants will carry out more than 100 hours of practice and strong emphasis is placed on supervised coaching sessions with intensive feedback. The practical focus will enable your people to give their best and to create organisations to which people want to belong.

This programme is for you if:

- › You are a practicing business coach who wishes to bring your coaching competencies to the next level.
- › You're a manager and leader who understands that coaching is the key to unlocking performance.
- › You're either a HR professional or organisational consultant who wants to add coaching excellence to their skill set.
- › Your speciality is in Psychology or Psychotherapy and you want to work on developing people in corporate settings.



A Graduate's View:

// Completing the Executive Coaching Programme in the IMI has given me a terrific insight into the dynamics of different working environments and what it takes to really understand and develop the talent working across the business industry. //

Alice O'Sullivan, Senior Producer
 RTE



Programme Themes:

- 1 The nature and purpose of executive coaching**
 - > Discover the power of organisational and personal coaching techniques to drive performance.
 - > Explore different coaching styles to match your own abilities and personality with the needs of the individual.
 - > Learn how to motivate, inspire and engage individuals at the highest levels.
- 2 Emotional intelligence to coach executives and leaders**
 - > Assess the core elements of emotional intelligence, and how it can be assessed in others using the latest tools.
 - > Use emotional intelligence insights to improve leadership performance and personal effectiveness.
- 3 Organisational performance through coaching**
 - > Enhance organisational effectiveness through the impact of team coaching.
 - > Develop awareness, self-monitoring and observation skills.
 - > Learn how to give impactful feedback to senior business leaders.
- 4 The coaching practitioner**
 - > Develop your own personal self-awareness, self-monitoring and mindfulness and apply the techniques to others.
 - > Find out how to match coaches with individuals to maximise effectiveness.
- 5 Understanding personalities and building rapport with the coachee**
 - > Use instruments and assessment tools to develop a deep understanding of the human psyche and personality.
 - > Apply those techniques to build rapport with the coachee.
- 6 The executive coaching relationship**
 - > Reimagine what coaching can do through a disruptive experience.
 - > Use mental visualisations to create a commitment to change.
 - > Learn how to define boundaries, manage dependencies, establish trust and confidentiality.

Professional Diploma in Executive Coaching

This programme will equip you to:



Confidently transfer coaching methodologies to the workplace.



Be able to use a variety of coaching approaches and techniques in a personal and organisational context.



Map relevant coaching models onto individual and company-wide challenges.

IMI Master of Business Framework

The flexible developmental journey demanded by professionals today so that they can become the future-fit leaders of tomorrow.

You determine the pathway that best suits your development needs. Once you have completed your chosen journey, you will receive either an MBS or an MSc, depending on your chosen path.

You can complete the taught element of each Professional Diploma on a modular basis over a 6-month period, and you have up to five years to complete all elements of the Framework.



Fabio Grassi
Programme Director

Fabio has over 17,000 hours of training design and delivery, and over 1500 hours in executive coaching.

An IBM Global Sales School Graduate and the recipient of the 2001 IBM Winning Team Award, Fabio worked in IBM for 9 years in a variety of roles including Skill & Education Consultant for the organisation, advising executive and management teams across Europe. Fabio's major interests are in Behavioural Science, Emotional Intelligence, Talent Development and Motivation, Coaching and Facilitation.

Before coming to Ireland, Fabio was a Lieutenant of the Italian Army commanding and training a Specialist Unit of Artillery.

Programme | Dublin

Next Start Date **22 April 2020**

Programme runs over 6 x 3 facilitated workshops.

For more information, including a full listing of module dates, please contact our programme advisors at programmeadvisors@imi.ie.

Price:

Corporate Member: €8,390

SME: €9,190

Non-Member: €9,990



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