IRISH MANAGEMENT INSTITUTE

Professional Diploma in Executive Coaching

UCC
University College Cork, Ireland
Coláiste na hOllscoile Corcaigh

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.

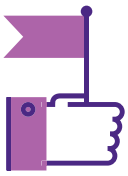
› Use mental visualisations to create a commitment to change.

› Learn how to define boundaries, manage dependencies, establish trust and confidentiality.

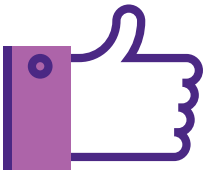
Professional Diploma in Executive Coaching

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.

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.

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.

Professional Diploma 1 of your choosing	30 CREDITS
+ Professional Diploma 2 of your choosing	30 CREDITS
+ Professional Diploma 3 of your choosing	30 CREDITS
Reflective Integrative Assignment	5 CREDITS

= **MBS** in Business Practice

Professional Diploma 1 of your choosing	30 CREDITS
+ Professional Diploma 2 of your choosing	30 CREDITS
+ Business Research Project	35 CREDITS

= **MSc** in Business Practice

Programme Delivery

These volatile times are demanding agility, flexibility and a new way of thinking. Our Professional Diplomas will help you to reimagine, rebound and reinvent yourself and your organisation to respond to this new reality.

The first module of your Diploma will be delivered via the IMI Virtual Learning Environment (VLE) to your desktop. This virtual experience is designed according to the same transformational, learner-centred philosophy that underpins our classroom experience while allowing you to balance family, your job and harnessing new learning in your time.

Subsequent modules are planned for delivery at the IMI campus in Sandyford, Dublin.

Programme | Dublin

Virtual Workshop 1:	**24, 25 & 26 Jun 2020**
Facilitated Workshop 2:	**02, 03 & 04 Sept 2020**
Facilitated Workshop 3:	**30 Sept, 01 & 02 Oct 2020**
Facilitated Workshop 4:	**04, 05 & 06 Nov 2020**
Facilitated Workshop 5:	**02, 03 & 04 Dec 2020**
Facilitated Workshop 6:	**06, 07 & 08 Jan 2021**

Programme runs over 1 x 3-day virtual workshops and 5 x 3-day facilitated workshops.

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

Price:

Corporate Member:	€8,390
SME:	€9,190
Non-Member:	€9,990

FT FINANCIAL TIMES **European Business Schools** Ranking 2019

imi.ie
programmeadvisors@imi.ie
Freephone: 1800 22 33 88
Follow us: @IMI_Ireland