

## Summer University Warsaw 2020 – SGH

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**Course title:** Coaching

**Duration:** 28 contact hours

### Objectives:

1. The assumption of the subject is to make the students familiar in practice with the wide range of types and varieties of coaching.
2. The presentation of coaching methods and tools applied in coaching.
3. Teaching the skill of conducting coaching talks with the use of appropriate visual techniques, adequate for the specific types of coaching.
4. The presentation of the links between coaching and associated disciplines.

### Outline:

1. What is coaching? Definitions, types, evolution and philosophy of coaching.
2. Coaching versus other disciplines – mentoring, training, psychotherapy.
3. Professional coach profile.
4. Lifecoaching – rules and tools.
5. Coaching in career planning and development.
6. Leadership coaching – how to become an ideal leader.
7. Team coaching – the use of coaching to improve the efficiency of team functioning and cooperation.
8. Conflict coaching – the application of coaching tools in settling conflicts.
9. Coaching in change – the use of coaching to level the negative effects of change.
10. Motivation in coaching – how to maintain mobilization in achieving coaching targets.
11. Stress in coaching.

### Teaching methods:

1. Lectures
2. Exercises

3. Case studies
4. Team work
5. 1 project per couple of students with an oral presentation and a written report
6. Videos

### **Assessment:**

1. Team project with written report and oral presentation
2. Short individual presentation

### **Learning outcomes:**

1. Building and asking correct questions
2. Long-term maintenance of motivation in reaching the target
3. Handling difficult situations in coaching relationship
4. Application of coaching in one's own life.
5. Efficient settling of conflicts with the use of coaching principles

### **Journals & Books References:**

1. Unlocking Potential: 7 Coaching Skills That Transform Individuals, Teams, and Organizations – M.C. Simpson – Grand Harbor Press, 2014.
2. Evidence-based coaching. Putting best practices to work for your clients – D.S. Stober, A.M. Grant – Valley 2006.
3. Effective coaching - M. Downey - TEXERE, 2003.
4. Coaching Questions: A Coach's Guide to Powerful Asking Skills – T. Stoltzfus – Coach22 Bookstore LLC, 2008.
5. The Completely Revised Handbook of Coaching: A Developmental Approach – P. McLean – Jossey-Bass, 2012.