

Attachment No. 1

to Decree No. 10 of the Rector of the Warsaw School of Economics  
dated March 11, 2024

“Coaching” course program

Course organiser: Centre for Open Education

Organisational unit responsible for content: Centre for Open Education

PRK level: 7

Course objectives:

The goal of the coaching workshop is to make the students familiar in practice with the wide range of types and varieties of coaching. During the course participants will learn about the coaching methods and tools applied in coaching, conducting coaching talks with the use of appropriate visual techniques, adequate for the specific types of coaching, as well as gain understanding of the relation between coaching and associated disciplines.

Learning outcomes for the course:

Knowledge – the graduate knows and understands:

No.	Description	PRK code
W1	Genesis of coaching as philosophy	P7S_WG
W2	Varieties of coaching	P7S_WG
W3	Techniques and methods used in coaching	P7S_WG

Skills – the graduate is capable of:

No.	Description	PRK code
U1	Engaging in a professional coaching talk	P7S_UW P7S_UK
U2	Building and asking correct questions	P7S_UW P7S_UK
U3	Handling difficult situations in coaching relationship	P7S_UW P7S_UK

Social competences – the graduate is prepared to:

No.	Description	PRK code
K1	Cooperate in one-to-one relationship	P7S_KO

K2	Train coaching talks compliant ethic	P7S_KO
----	--------------------------------------	--------

Course program:

No.	Name of the subject/ theme block	Number of hours
1.	What is coaching? Definitions, types, evolution and philosophy of coaching.	2
2.	Coaching versus other disciplines - mentoring, training, psychotherapy, consulting.	2
3.	Coaching procedure on the example of existing models, with particular emphasis on the GROW model.	2
4.	Communication in coaching.	4
5.	Coaching - process - first meeting	2
6.	Coaching - goal setting phase - SMART, values	2
7.	Coaching - reality phase - self-analysis diagram, values diagram, resources analysis	2
8.	Coaching the planning phase - creative methods of generating ideas	2
9.	Coaching - action and review phase	2
10.	Coaching tools with focus on Dilts pyramid, priority wheel, mirror method, visualization, perspective	8
11.	Coaching teams - applying a coaching approach to management when working with a team	2
12.	Motivation in coaching - how to maintain mobilization in achieving coaching targets?	2

Total number of hours: 32

Total ECTS credits: 3

Verifying learning outcomes for the course:

1. Short PowerPoint presentations – reports (interesting details with presentation)
2. Commitment – active discussion
3. Prepared project – coaching sessions with report and presentation

Documenting learning outcomes for the course:

1. Prepared reports
2. Project presentations or documentation

Literature:

- 1) Passmore, J. (2021). Coaching Tools, Volume 1 offers a rich source of applied tools and techniques for professional coaches and leaders. Libri Publishing
- 2) Bird J., Sarah G. (2020). The Art of Coaching. Taylor&Francis
- 3) Stanier M.B. (2016). The Coaching Habit. Page Two Books

Matrix of learning outcomes for subjects/ theme blocks covered by the course program:

Knowledge – the graduate knows and understands:

Learning outcomes	1	2	3	4	5	6	7	8	9	10	11	12
W1	X	X										
W2	X	X	X									
W3			X	X	X	X	X	X	X	X	X	X

Skills – the graduate is capable of:

Learning outcomes	1	2	3	4	5	6	7	8	9	10	11	12
U1	X		X	X	X	X	X	X	X	X	X	X
U2		X	X	X	X	X	X	X	X	X	X	X
U3	X		X	X	X	X	X	X	X	X	X	X

Social competences – the graduate is prepared to:

Learning outcomes	1	2	3	4	5	6	7	8	9	10	11	12
K1		X	X	X	X	X	X	X	X	X	X	X
K2	X		X	X	X	X	X	X	X	X	X	X