

The Art & Science of Coaching



ERICKSON
INTERNATIONAL

Leading since 1980

Changing the world one **conversation** at a time



Get certified!

The Art and Science of Coaching is an Accredited Coach Specific Training Program (ACSTP) from one of the most recognized institutions in the world. Whether you are a leader in an organization looking to benefit professionally from proven techniques or an individual looking for a career in personal or corporate coaching, this International Coach Federation (ICF) program will get you started. Participants will develop a foundation in the theory and practices of Solution-Focused coaching. Discover how to help others to realize their higher potential and to take action that aligns with their vision. Gain awareness of what underlies all great transformations and gain experience applying coaching methodologies on multiple levels.



Our trusted partner OD&M Consulting organizes the certification trainings in Bulgaria. The program had twelve successful editions in Sofia so far. Personal reference from graduates can be obtained upon request.

Contact info:

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Floor 6, 84 Alexander Stamboliyski Blvd.,
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Let Yourself Grow

Modules I-IV
€ 3950, excl. VAT

Dates, 2019	On-Site	Price
30 th March - 2 nd April	Module 1	880 €
9 th -12 th May	Module 2	1023 €
27 th -30 th June	Module 3	1023 €
26 th -29 th September	Module 4	1023 €

You get

- 128 ICF Accredited Coach Training Hours
- Onsite Classroom
- World-class International trainers with proven experience from Canada and Europe
- Erickson Professional Coach /EPC/ Certificate
- Extensive on-line resources library
- Solution Focused Approach
- No Prerequisite
- Taught in English

Location & Special Offers

The program is delivered in Sofia, Bulgaria by Erickson certified trainers. Contact OD&M Consulting for further payment options.

- Early enrollment – confirmation of participation 1-4 modules before 28th February – **5% discount**
- Payment of full tuition fee two weeks prior to the start of Module 1 – **3% discount**
- Every 3rd person from the same company gets **50% off** from standard tuition fee.

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Program Outline

Module I

You will learn the basics of practicing an effective coach position and be able to conduct a full coaching session by the end of this module. You get introduced to the ICF Core Competencies. The focus of Module I is on inspiration, with an emphasis on the question – “What do I want to achieve?”

Module III

The aim of Module III is to raise awareness of how connecting with our deepest values enables us to commit to following through on a project or a goal. In this module you will learn processes that facilitate values integration and how to handle various objections.



Module II

Module II will provide you with an expansive set of tools to delve into your client’s question – “How might I achieve it?” You will learn time-bound, actionable and rigorously tested coaching strategies to achieve a productive coaching relationship with your client.

Module IV

“How will I know when I have achieved my goal?” is the key question you will work with in this module. A brief study of meta-programs will also highlight the differences in communication styles and reveal methods of communicating more effectively with others.

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The Art & Science of Coaching

Erickson's Recommended Path to ICF Certification



Since obtaining ICF accreditation is integral to your coaching career, we have made the process as simple as possible.

Upon successful completion of The Art & Science of Coaching Modules I through IV and the Coaching Mastery Program, and once you have accumulated the required amount of logged Coach Client Hours, you are then ready to apply for your ICF Credentials! The diagram below shows Erickson's recommended path towards ICF accreditation.

Erickson *Solution-Focused* Coach Diploma

ESFCD

Erickson Solution-Focused Coach Diploma

The Erickson Solution-Focused Coach Diploma path is designed to prepare you to successfully apply for an ICF designation (ACC or PCC)

- ✓ Modules I-IV training includes 136 Accredited Coach Training Hours
- ✓ The Coaching Mastery Program provides additional ICF Core Competencies.
- ✓ **In addition to the training hours listed above, the Coaching Mastery Program also includes:**
- ✓ 10 total hours of ICF required Mentor Coaching (6 one-on-one Mentor Coaching sessions and 4 hours of group mentoring).
Oral assessment with a PCC or MCC level coach



ICF *ACC or PCC*

ICF ACC & PCC

International Coach Federation Associate Certified Coach

Upon successfully becoming an Erickson Certified Professional Coach you will be eligible to apply for either the ACC or PCC designation once you have fulfilled the following:

- ✓ **ACC Requirements**
60 Accredited Coach Training Hours (Erickson's ECPC Certificate provides 160 Coach Training Hours)
Minimum Documented Coach Client Hours: 100 hours
(75 paid hours with 8 unique clients)
- ✓ **PCC Requirements**
125 Accredited Coach Training Hours (Erickson's ECPC Certificate provides 160 Coach Training Hours)
Minimum Documented Coach Client Hours: 500 hours
(450 paid hours with 25 unique clients)

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