



HAMBURG SCHOOL OF BUSINESS ADMINISTRATION

University of Applied Sciences

General Studies

Saturday 12. February 2011

Workshop: "Coaching – Consulting without giving advices"

Coaching is on everyone's lips.

Following a survey of the magazine "*Manager Seminare*" the number of German companies which installed coaching increased from 19% to 85% within 10 years! None of the DAX 30-Enterprises renounced on this individual and intensive kind of Personal Development.

But what constitutes serious Coaching? Which benefits does the enterprise have from Coaching? Which methods are target-aimed and in which situations is Coaching not indicated?

Objectives: You will know several Coaching-Approaches and will be able to differentiate Systemic Coaching from other approaches, you will learn about the operating principles of Coaching and its benefits, you will know the necessitative conditions and limits of Coaching, you will be ready for some first solution-oriented conversations with clients by getting some tools and a structure, you will find out if you want to deepen your coaching-capabilities by visiting part II of this coaching-education.

Subject: In part I you will get a wide overview about the "5 elements of Systemic Coaching":

- Definition: What is Systemic Coaching?
- Which methods does exist? Which methods are qualified for which purposes?
- What are conditions & parameters for a reliable job?
- Which experience, qualification and – most important – which attitude is essential?
- Special situations in Coaching & specific "Coaching-Traps"

You get first-hand-information, background and experience about this fascinating profession from a former military officer and international experienced coach. You will undergo demonstrations and teaching-dialogues and get direct practicable tools for your first coaching-steps by exercises and documents.

Lecturer: Marcus Harun, Coach & CEO. com motus Bielefeld (international German Training-Award 2009)

Time: 9 am – 6 pm

Location: HSBA; Room 604

Participants: up to 20 students