

# PROFESSIONAL CERTIFICATE IN COACHING



**Driven by research,  
inspired by people.**



**Henley**  
Business School

GERMANY

**Where business comes to life**



# Coaching & Behavioural Change at Henley

Henley is one of the world's leading business schools and has built an international reputation for the development of executives, teams and organisations. We understand that development programmes have most impact when they present a blend of research, industry experience and sufficient opportunities for practice and reflection.

## The Henley Centre for Coaching

Established in 2004, the Henley Centre for Coaching works with individuals and organisations to create a community of more effective leaders, managers and coaches. The Centre offers a range of initiatives including qualification programmes, conferences, research, webinars, blogs and masterclasses.

## Our tutor team

Our tutor team are highly experienced, senior-level practising executive coaches, with strong grounding in both psychology and executive education. Their work in coaching practice and research feeds back into the programmes at Henley. The team includes people with experience of coaching FTSE100 board directors, cabinet ministers and elite athletes. Our team have been published in respected journals, written best-selling coaching books and spoken at conferences around the world.

## Innovation

We innovate constantly, drawing on our cutting-edge research and coaching practice. For example, we led the European Coaching & Mentoring Research Project and are currently developing a Professional Certificate in Supervision (please contact us for more information).

The Centre also provides customised programmes for organisations, recognising that coaching is increasingly seen as a core component of leadership and organisational development.

## Developing coaches

We develop coaching skills by bringing into our programmes a wide range of evidence-based models, tools and techniques, together with the underlying psychological frameworks. This enables participants to broaden their knowledge, understanding and skills, and develop a psychological mind-set which creates wider possibilities for behavioural change. Our focus is pragmatic and experiential, rigorously underpinned by the behavioural sciences.

Our aim is to create resilient coaches. By which we mean individuals who can coach effectively and appropriately in a range of settings, and with a high level of self-awareness, confidence, understanding and competence. This allows them to handle diverse coaching clients and their challenges.

## The Henley experience

Henley offers the quality assurance of a university qualification, coaching accreditation and the credibility of a leading international business school to help coaches differentiate themselves in an unregulated and competitive market. Our executive education programmes are delivered worldwide, and this cross-cultural experience provides a global business context for our coaches.

We are keen to work with a vibrant and evolving learning community and invite anyone interested in coaching & behavioural change at Henley to come and talk with us about how they can be part of it, whether you are an individual wanting to develop as a coach, or an organisation wishing to secure behavioural change.



**Dr Jonathan Passmore**

Director of the Henley Centre for Coaching

Jonathan Passmore is an internationally respected chartered psychologist, coach and author. He has worked with global consulting firms including IBM Business Consulting and PwC, has coached senior leaders and cabinet ministers and led a psychology coaching business before joining Henley. He has published thirty books, over 100 scientific papers and book chapters on leadership, coaching and change. He has won awards for his research and coaching practice from the Association of Coaching, British Psychological Society and Association of Business Psychologists.



The 1st triple-accredited business school to develop a postgraduate qualification in coaching



# The Henley Professional Certificate in Coaching

As coaching has become a significant part of the learning and development strategy for most organisations, there has been a drive for greater professionalism and quality. This programme will appeal to anyone who wishes to develop their personal coaching skills, either from within their organisation or as an external provider.

## Who is the programme for?

Designed for those with some formal or informal knowledge or experience of coaching.

## Benefits to the individual

- The opportunity to experiment with, and practise, different approaches and tools
- Ongoing feedback to build your confidence and competence
- A wide range of methodologies giving the skills needed for different coaching situations and requirements
- An external quality assurance statement of coaching training from a leading international business school
- Ongoing supervision throughout the programme
- Coach mentoring to support skill development
- Access to external senior coachees for practice
- Henley Centre for Coaching membership (for the programme duration). This provides access to benefits including up to 10 webinars a year, coaching journals, research and blogs, networking opportunities, online discussion forums, coaching contracts and other useful documents
- Alumni status and benefits.

## Benefits for the organisation

- Managers equipped to coach in diverse management development situations
- Can be tailored to an organisation's own coaching culture with its business drivers, values and strategies embedded in the programme delivery.

## Programme content

### Pre workshops

You will have access to your online learning portal including resources from the Academic Resource Centre. Before Workshop 1 we will invite you to undertake reading, reflection and online learning; this will require around 3-5 hours of study time.

### Workshop 1 – Self-awareness as a coach

This workshop explores your personal skills and attributes, and your beliefs and values around coaching. A basic framework for coaching is introduced.

### Workshop 2 – Tools and techniques

This workshop enables you to try out different tools and techniques and understand the underpinning psychological concepts. Carry out your first external client session (either with your own clients or let us arrange the client for you).

### Workshop 3 – Integration

This workshop continues the development of coaching competences, provides opportunities for observed sessions with feedback, and the opportunity to integrate the materials into a coherent approach.

### Post workshops

The programme continues with supervision, support and coaching skills development. In addition participants will have access to all the resources of the Henley Centre for Coaching, including online coaching journals, webinars from leading coaching figures from across the world and resources to help set up your coaching business.

### Optional online sessions

Coaching supervision forms an integral part of the programme through the 9 months of study and participants will have access to regular online mentoring and supervision sessions during the latter 6 months of the programme (included within the programme fees).

### Composition and assessment

The Henley Professional Certificate in Coaching comprises of 3 workshops and a subsequent practice period with supervision support. At the end of this period assessment is through a portfolio which includes a 2,000 word reflection on your development as a coach and a recorded coaching session demonstrating your coaching skills.



The Henley approach to coaching was totally different, encouraging each of us to develop our individual self-acceptance, and to coach as ourselves.

Emma Higginson-Smith, Barnbow Consultancy, The Henley Professional Certificate in Coaching

## Key facts

### Duration

Typically 9 months, with 7 days of workshops over 3 months plus 6 months of coach mentoring, coaching practice, reflection and coaching supervision.

### Fees

5.675€ + VAT regular rate  
5.175€ + VAT early bird for offers accepted by 31 October 2018

### Dates in Munich, Germany

Workshop 1: 21-22 February 2019  
Workshop 2: 28-30 March 2019  
Workshop 3: 23-24 May 2019

### Contact

Ragna Kirberg,  
Director of Coaching & Reflective Development  
[ragna.kirberg@henleybusinessschool.de](mailto:ragna.kirberg@henleybusinessschool.de)  
+49 151 4646 3342

The Henley Professional Certificate in Coaching				
PRE-COURSE	WORKSHOP 1 (2 DAYS) SELF-AWARENESS		WORKSHOP 2 (3 DAYS) TOOLS AND TECHNIQUES	
<ul style="list-style-type: none"> <li>• Reading</li> <li>• Reflection</li> <li>• Questionnaire</li> </ul>	<ul style="list-style-type: none"> <li>• What is coaching?</li> <li>• Who am I as a coach?</li> <li>• My personal coaching style</li> <li>• GROW model refresh</li> </ul>	<ul style="list-style-type: none"> <li>• Reading and reflection</li> <li>• Coaching practice</li> <li>• Formative assignment</li> </ul>	<ul style="list-style-type: none"> <li>• Psychological models</li> <li>• Coaching approaches</li> <li>• Tools and techniques</li> <li>• Reflective practice</li> </ul>	<ul style="list-style-type: none"> <li>• Reading and reflection</li> <li>• Coaching practice</li> <li>• Formative assignment</li> </ul>
<b>Months 1-3</b>				

9 Month Programme timeline

WORKSHOP 3 (2 DAYS) INTEGRATION	POST-WORKSHOPS SUPPORTED STUDY
<ul style="list-style-type: none"> <li>• Solution-focused model</li> <li>• Ethics</li> <li>• Supervision</li> <li>• Integration</li> </ul>	<ul style="list-style-type: none"> <li>• Coach mentoring sessions</li> <li>• Coaching supervision sessions</li> <li>• Online content - videos and reading</li> <li>• Live skills webinars</li> <li>• Coaching practice</li> <li>• Assignments</li> </ul>
<b>Months 4-9</b>	



The workshop offers much more than it says in the brochure – it is about enriching your approach rather than just offering tools and techniques.

Svilena Tzekova, Executive Advisor, KPMG, The Henley Professional Certificate in Coaching

“

### **A truly transformative experience**

This is a very well run, demanding and rewarding programme. The discussions and reflections on executive coaching with participants from many other industries and the practices of different coaching techniques have had a deep impact on my perspective on my client work as management consultant.”

Imeyen Ebong, Partner, Bain & Company, Munich  
The Henley Professional Certificate in Coaching



## **Henley Business School Germany**

For more information, please contact:

Ragna Kirberg  
Director of Coaching & Reflective  
Development

Henley Business School Germany  
Maximilianstraße 40  
80539 Munich, Germany

[ragna.kirberg@henleybusinessschool.de](mailto:ragna.kirberg@henleybusinessschool.de)  
Tel +49 151 4646 3342

This brochure is correct at the time of going to print (September 2018). Henley Business School reserves the right to amend any of this information. For the latest information please see our website.