



Advanced Diploma in Coaching

What are some of the key benefits of attending the ADVANCED DIPLOMA Course?

The purpose of this Course is to give you advanced skills in coaching, and influencing change. This Course will

1. Provide you with a proven coaching process that delivers results every time you do a 'one to one'
2. Give you 'Hands On' experience of being able to recognise someone's key motivations
3. Fantastic for recruiting/developing new members of staff
4. Enable you to see how you can help someone let go of inhibiting beliefs that have been blocking the results they want
5. Give you the tools to define what people really want, and how to get results in One to One's. .
6. Use a unique Diagnostic Tool that facilitates understanding of individual motivations and beliefs, so that they will know what will work for them
7. Give you practical experience of using language skills that can influence Prospects, and deliver the results you want

The Course will include:

- The NLP Communication Model**
How to 'read' how others interpret what you say.
- Rapport**
How to create rapport at a much deeper level.
- Sensory Acuity**
Fine tune how to make sense of others reactions and behaviour.
- Feedback Model**
How to give and receive Feedback that makes a tangible difference to results.
- Well Formed Outcome**
Structuring Outcomes 'Results' so that the minds resources are used to best advantage.
- An Introduction to Submodalities**
Provides a fast mechanism for recoding negative mental process into one that is positive.
- Language**
Makes your language powerful so that you identify quickly with Customers needs.
- Presuppositions**
Illustrated how to develop a mind set that has made others successful.
- Anchoring**
How to create your own positive state of mind including other states, such as confidence and success.
- An Introduction to Timelines**
How you structure your own time i.e. How to mentally programme yourself to structure your thinking, or switch to be creative

An added bonus of attending this Course?

This is the only International Diploma that provides participants with a unique diagnostic report called **CORE®** that assesses motivations and beliefs that deliver results.

This **CORE®** report enables you straight away to identify what will motivate you and if you have any beliefs blocking your performance. You will also receive your own Employers Perspective report, that will show you your Motivations and Beliefs from an employers point of view. This tool is a bonus for HR people and recruiters.

See separate Flyer for more details on CORE®

You will be provided with

- Full reference library of books and video resources. Also download free resources from www.saxtonpartners.co.uk
- Detailed manual on how to use all the techniques together with slides.
- Opportunity to practise skills and network once a month in Harrogate, Hull or Manchester.
- Individual specialist coaching on a discounted basis to enable you to develop further skills.
- Practical 'on line' support from one of our International Trainers who will offer mentor support whilst you implement your new skills.

International Diploma Qualification

This Course is recognised as one of the most advanced practical skills Courses in coaching available at just £1700 plus vat which you can pay online or by cheque. If you qualify at the end of this Course you will have demonstrated your advanced skills in coaching. This results in you receiving an **International Association Certificate in Coaching that includes a statement about your proven competence.**

Course Dates - See separate schedule for dates

This Course will be run over **6 days in three two day sessions**, and includes a delicious lunch. Accommodation is available locally. Please book early. The Course will be held in Windsor House, Cornwall Road, Harrogate. HG1 2PW

To discuss the Course in more detail, please telephone **Sonia Saxton** on **0845 2570036 (local rate)**

Take the first step, contact us by:

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For further information visit www.saxtonpartners.co.uk