

# **COURSE OUTLINE**

## **BMGT-235 Co-Active Coaching 3 Semester Hours**

### **HOWARD COMMUNITY COLLEGE**

#### **Description**

In this course the student will learn the principles and components of co-active coaching. The student will learn to apply the unique practices and techniques of co-active coaching to a wide spectrum of clients including corporate executives, small business owners, artists and entrepreneurs. Learning tools will include skill-building exercises, case studies, journaling and role-play. (3 hours weekly)

#### **Overall Course Objectives**

Upon completion of this course the student will:

1. Practice the relationship between coach and client referred to as the designed alliance.
2. Analyze the co-active coaching model.
3. Apply the co-active coaching skills of listening, curiosity, action/learning and self-management.
4. Analyze and apply the three core principles of co-active coaching: client fulfillment, balance and process.
5. Analyze specific strategies for coaching entrepreneurs using the co-active model.
6. Discuss the future of coaching as a way of life and a profession.
7. Utilize a coach's tool kit that includes forms and exercises.

#### **Major Topics**

- I. The designed alliance.
- II. The co-active coaching model and its application
- III. Co-active coaching skills.
- IV. Core principles of co-active coaching.
- V. Coaching entrepreneurs using the co-active model.
- VI. Coaching as a way of life and a profession.
- VII. The coach's tool kit.

#### **Course Requirements**

**Grading/exams:** The grading guidelines will be distributed at the first class session. At least three exams and a pertinent project will be incorporated into the course grade. Use of a journal will be a strongly recommended course component.

#### **Other Course Information**

Faculty and coach led presentations and discussions will be among the formats for the course. A substantial part of the application activities will involve discussion among the students and problem solving. Every effort will be made to make discussion and theory applicable to the students' personal development and professional lives.

This course serves as a Business elective.