

# Postgraduate Certificate

## Coaching, Competencies of a Coach





## Postgraduate Certificate Coaching, Competencies of a Coach

- » Modality: online
- » Duration: 12 weeks
- » Certificate: TECH Global University
- » Accreditation: 12 ECTS
- » Schedule: at your own pace
- » Exams: online

Website: [www.techtitute.com/us/psychology/postgraduate-certificate/coaching-competencies-coach](http://www.techtitute.com/us/psychology/postgraduate-certificate/coaching-competencies-coach)

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# 01

# Introduction

Coaching is a discipline that has been deeply introduced into the field of business, providing support to companies, groups and individuals to achieve their objectives. Knowing the importance that this discipline has in different environments, TECH has designed this Postgraduate Certificate that aims to specialize psychologists to be able to practice as a coach, understanding in depth all the peculiarities of this profession and exercising the work with greater guarantees of success and success in proposing tasks and activities that enhance the skills of the patient being treated.





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*Learn about the latest advances  
in Coaching, and become a  
professional of excellence”*

Coaching was born in response to new needs and challenges in the world of business and people. It receives very ancient influences from Socratic and Pythagorean philosophy, but also from the most recent discoveries in neuroscience.

It is natural that Coaching has much to contribute to Psychology, given the great number of challenges posed by the accelerated social and economic transformation we are experiencing, as well as the uncertainty as to what format objectives are necessary to face the challenges of the immediate future.

Learning always involves goal-oriented processes (at least academic) that reveal difficulties and blockages, so it is necessary to work with emotions, self-esteem and one's own beliefs.

Knowing the basics and fundamentals of the practice of coaching, its various methods, aspects and typologies is essential to understand what a powerful tool it is in the hands of a psychologist with a proactive attitude. This is exactly what this very complete TECH Postgraduate Certificate will address, in which the psychologist will learn to practice as a coach having a much more complete perspective of the working model in this field.

Entering into the process of a coaching session, observing the various roles of, the objective and above all the commitment to the action allows a deeper understanding of the uniqueness of coaching in relation to other modes of accompaniment. Because the responsibility is always the client's. The Coach has the responsibility to sustain the process.

This program addresses all these issues in an intensive way through a 100% online and cutting-edge methodology. In addition, it is supported by experienced professionals who are part of its teaching staff and an international expert of the highest prestige, in charge of delivering a series of rigorous Masterclasses that reflect the latest advances in this field.

This **Postgraduate Certificate in Coaching, Competencies of the Coach** contains the most complete and up-to-date scientific program on the market. The most important features include:

- ♦ The development of clinical cases presented by experts in Educational Coaching
- ♦ The graphic, schematic, and practical contents with which they are created provide scientific and practical information on the disciplines that are essential for professional practice
- ♦ New developments in Educational Coaching
- ♦ Practical exercises where the process of self-assessment can be used to improve learning
- ♦ Its special emphasis on innovative methodologies in Educational Coaching
- ♦ Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- ♦ Content that is accessible from any fixed or portable device with an Internet connection



*An international expert of the highest prestige will give 10 exclusive Masterclasses along this academic itinerary"*

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*Become a coach through this very complete training action that will catapult you towards professional success”*

It includes in its teaching staff professionals belonging to the field of Educational Coaching, who pour into this training the experience of their work, as well as recognized specialists from leading scientific societies.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide an immersive learning experience designed to prepare for real-life situations.

This program is designed around Problem-Based Learning, whereby the Psychologist must try to solve the different professional practice situations that arise throughout the program. For this purpose, the specialist will be assisted by an innovative interactive video system created by recognized experts in the field of Educational Coaching and with great experience.

*Improve your daily practice and position yourself as a prestigious professional with this complete Postgraduate Certificate that TECH puts in your hands.*

*Take the opportunity to learn about the latest advances in Coaching for Psychology.*



# 02

# Objectives

The Postgraduate Certificate in Coaching, Competencies of a Coach is oriented to facilitate the performance of the professional dedicated to working with children, adolescents and adults in the psychological field. In this way, a latent improvement is achieved in the child and adolescent and a consolidation of the psychology professional within the sector. All this allows both the improvement of the patient and the growth of the psychologist, who will be able to work successfully in different types of institutions.







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*This training action was created with a single purpose: to enable you to practice as a coach knowing all the singularities of the profession”*



## General Objectives

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- Provide students with advanced specialized training based on theoretical and instrumental knowledge
- Acquire and develop the competencies and skills necessary to obtain a qualification as an Psychology professional with competencies in Educational Coaching, mediation and conflict resolution, learning motivation, emotional management and classroom leadership



*Take the step to get up to date on the latest developments in Coaching, Competencies of a Coach for Psychologists”*





## Specific Objectives

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- ◆ Know Coaching and its epistemological sources
- ◆ Become aware of the actors involved in the coaching process
- ◆ Know the areas of action of Coaching
- ◆ Become aware of the differences between Coaching, Mentoring and Psychotherapy
- ◆ Become familiar with the agents in the Coaching Process
- ◆ Manage the basic concepts of Coaching and the most used structures in Coaching processes
- ◆ Appreciate the importance of communication in the Coaching process
- ◆ Identify different Communication Styles
- ◆ Know the Components of Communication
- ◆ Understand the Capacity of Communicative Acts to Generate Meaning and Reality
- ◆ Acquire Active Listening Skills
- ◆ Know the Calibration Process
- ◆ Understand the importance of Rapport
- ◆ Understand the Importance of Feedback in Communication
- ◆ Appreciate the Importance of Generating Insights
- ◆ Learn Respectful Confrontation to Generate Learning

03

# Course Management

The structure of the contents has been designed by a team of professionals from the best educational institutions and universities in the country, who are aware of the relevance of up-to-date, innovative education and are committed to quality teaching using new educational technologies. This team of professionals, committed to prepare first level teachers, has designed this very complete specialization that will enable professionals to work successfully in social, health, and educational institutions, being able to properly influence the development of children and adolescents.





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*Learn the latest advances in Educational Coaching procedures from leading professionals”*

## International Guest Director

Dr. Christian van Nieuwerburgh is the main international reference in Educational Coaching, having developed an extensive career in this area that has led him to be the author and editor of such relevant works as *An Introduction to Coaching Skills: A Practical Guide* and *Coaching in Education: Getting Better Results for Students, Educators and Parents*.

Among his many assignments in this field are his management positions in institutions such as Growth Coaching International and the International Centre for Coaching in Education, of which he is **Global Director** and **Executive Director**. He is also a senior fellow at the Centre for Wellbeing Science at the University of Melbourne and an **honorary fellow** of the **Carnegie School of Education** at **Leeds Beckett University,UK**.

As a coaching expert, he has lectured on motivation and leadership in the United States, the United Kingdom, Australia, Europe and East Asia, and has published numerous academic articles in leading scientific journals.



## Dr. Van Nieuwerburgh, Christian

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- ♦ Global Director at Growth Coaching International, Sydney, Australia
- ♦ Executive Director of the International Centre for Coaching in Education
- ♦ Author and editor of key books in the field of coaching such as Coaching in Education: Getting Better Results for Students, Educators and Parents
- ♦ PhD in English from University of Birmingham
- ♦ Master's Degree in Psychology from University of East London
- ♦ Professor of Coaching and Positive Psychology at the Centre for Positive Psychology and Health of the Royal College of Surgeons in Ireland
- ♦ Honorary Fellow of the Carnegie School of Education at Leeds Beckett University, United Kingdom
- ♦ Senior Fellow of the Centre for Wellbeing Science at the Melbourne Graduate School of Education at University of Melbourne, Australia

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*Thanks to TECH you will be able to learn with the best professionals in the world"*

## Management



### Dr. Beltrán Catalán, María

- ♦ Pedagogue Therapist at Oriéntate con María
- ♦ Founder and Co-Director of PostBullying Spanish Association
- ♦ PhD *Cum Laude* in Psychology from the University of Cordoba
- ♦ Winner of the Young Award for Scientific Culture 2019, granted by the Spanish National Research Council (CSIC) and the City Council of Seville





### **Mr. Riquelme Mellado, Francisco**

- ♦ Head of Studies at CEA Mar Menor. Torre-Pacheco, Murcia, Spain
- ♦ Teacher Counselor at the Regional Ministry of Education of the Region of Murcia
- ♦ Professor of the specialty of Drawing
- ♦ Coordinator of the Visual Arts Projects in the Hospital Classrooms of the Region of Murcia
- ♦ Education Project Trainer and Head of the Botín Foundation in the Region of Murcia
- ♦ He writes for the educational magazine INED21. Educational Project "Una Educación para Ser"
- ♦ Blogger and educational communicator
- ♦ Degree in Fine Arts from the Polytechnic University of Valencia
- ♦ Specialist Master's Degree in Art Therapy by the School of Practical Psychology of Murcia
- ♦ Gestalt Training with the SAT program (Claudio Naranjo Foundation)
- ♦ ICF, ASESCO AECOP AECOP certified coach with competencies in NLP and Systemic Coaching
- ♦ Trainer of trainers for CEFIRE of Orihuela and CPR Murcia



### Mr. Romero Monteserín, Jose María

- ♦ Academic Director at the School of Spanish Language of the University of Salamanca in Lisbon
- ♦ Collaborator in several SFL-USAL in Management
- ♦ External professor at the CIESE-Comillas Foundation in the Educational Center Management and Training
- ♦ Online Trainer in Educational Center Management at the CIESE-Comillas Foundation
- ♦ Degree in Education from the Complutense University of Madrid.
- ♦ Master's Degree in Management of Educational Centers, Antonio de Nebrija University
- ♦ Master's Degree in High School Teacher Training from the University CEU Cardenal Herrera
- ♦ Postgraduate in School Organization
- ♦ Higher University Technician in Human Resources
- ♦ Higher Technician of Training in the Company
- ♦ Expert in Project Management



### **Ms. Jiménez Romero, Yolanda**

- ♦ Pedagogical advisor and External Educational Collaborator
- ♦ Academic Coordinator Online University in Campus
- ♦ Territorial Director of the Extremeño-Castilla La Mancha Institute of High Abilities
- ♦ Creation of INTEF Educational Content at the Ministry of Education and Science
- ♦ Degree in Primary Education, English specialization
- ♦ Psychopedagogue from the International University of Valencia.
- ♦ Master's Degree in Neuropsychology of High Abilities
- ♦ Master's Degree in Emotional Intelligence Specialist in NLP Practitioner

## Professors

### Ms. Jurado, Pilar

- ♦ Neurocoach Certified as an International Coaching Expert by the National Learning Institute (INA)
- ♦ Master's Degree in Primary Education
- ♦ Teacher in Hospital Classrooms of the HUVA in Murcia
- ♦ Trainer in "Change Management" with tools such as Lego serious play at Anna Fortea's High Human Performance Center
- ♦ Graduate in Primary Education, University of Murcia specializing in Intercultural and Learning Difficulties
- ♦ Administration and Finance at the High School Miguel de Cervantes

### Ms. Rodríguez Ruiz, Celia

- ♦ Clinical Psychologist at EVEL Center
- ♦ Psychopedagogical Area Manager at Atenea Study Center.
- ♦ Pedagogical Advisor at Cuadernos Rubio
- ♦ Editor of Hacer Familia Magazine
- ♦ Editor of Webconsultas Healthcare Medical Team.
- ♦ Collaborator at the Eduardo Punset Foundation
- ♦ Degree in Psychology, UNED
- ♦ Degree in Pedagogies from the Complutense University Madrid
- ♦ University Specialist in Cognitive Behavioral Therapy in Childhood and Adolescence by the UNED
- ♦ Specialist in Clinical Psychology and Child Psychotherapy by INUPSI.
- ♦ Trained in Emotional Intelligence, Neuropsychology, Dyslexia, ADHD, Positive Emotions and Communication.





**Mr. Visconti Ibarra, Martín**

- ♦ General Director at Academia Europea Guadalajara
- ♦ Former General Director at Academia Europea Bilingual School
- ♦ Expert in Educational Sciences, Emotional Intelligence and Counselor
- ♦ Former Scientific Advisor to the Spanish Parliament
- ♦ Collaborator of the Juegaterapia Foundation
- ♦ Master's Degree in Educational Center Management and Administration.
- ♦ Online Master's Degree in Learning Difficulties and Cognitive Processes.
- ♦ Degree in Primary Education

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*Take the opportunity to learn about the latest advances in this field in order to apply it to your daily practice”*

# 04

## Structure and Content

The structure of the contents has been designed by a team of experts in psychology and education, who have taken into account the latest strategies and developments in coaching, especially at the educational level. These contents will be the main basis for the psychology professional to grow and consolidate within this sector with greater guarantees of success, attending children and adolescents in an optimal way and helping them in their cognitive and emotional development process. All this will enable the professional to position himself as a prestigious psychologist.



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*This Postgraduate Certificate in Coaching, Competencies of a Coach contains the most complete and up-to-date Scientific program on the market”*

## Module 1. Coaching

- 1.1. What is Coaching?
  - 1.1.1. Definition
- 1.2. The Origins and Background of Coaching
  - 1.2.1. Philosophy and Maieutics
  - 1.2.2. Humanistic and Positive Psychology
  - 1.2.3. Other Influences and Origins
- 1.3. Current Schools and Trends
  - 1.3.1. The American School
  - 1.3.2. The European School
  - 1.3.3. The Latin American School
- 1.4. Differences Between Coaching and Other Approaches (Therapy, Mentoring, etc.)
  - 1.4.1. Specificities of a Coaching Relationship
  - 1.4.2. The Limits of Coaching
  - 1.4.3. Differences with Psychotherapy Mentoring, Consulting, Counselling, etc.
- 1.5. Areas of Coaching
  - 1.5.1. Introduction
- 1.6. The Competences of a Coach
  - 1.6.1. Internal and External Skills
  - 1.6.2. Coaching Associations
  - 1.6.3. Coaching Qualifications and Preparation
- 1.7. Session Structure
  - 1.7.1. Coach and Coachee Roles
  - 1.7.2. Structure and Framework
  - 1.7.3. Partnership and Contract
- 1.8. Models
  - 1.8.1. GROW Model
  - 1.8.2. Other Structures
- 1.9. Coactive Coaching
  - 1.9.1. Fundamentals of Coactive Coaching
  - 1.9.2. Contexts
  - 1.9.3. Principles and Practices
- 1.10. Coaching as a tool for the development of Groups, Companies and Communities
  - 1.10.1. Uses of Coaching





**Module 2. Communication**

- 2.1. Communication
  - 2.1.1. Components of Communication
  - 2.1.2. Obstacles to Effective Communication
  - 2.1.3. Communication Styles
- 2.2. Purpose of Communication
  - 2.2.1. Assertive Communication
  - 2.2.2. Axioms
  - 2.2.3. Information
- 2.3. Levels of Communication
  - 2.3.1. Intrapersonal
  - 2.3.2. Interpersonal
  - 2.3.3. Coherence and Consistency
- 2.4. Linguistic Acts
  - 2.4.1. Declaration
  - 2.4.2. Pledge
  - 2.4.3. Trial
  - 2.4.4. Affirmation
  - 2.4.5. Efficient Approach to Linguistic Acts in Educational Environments
- 2.5. Active Listening
  - 2.5.1. Components of Active Listening
  - 2.5.2. Intention
  - 2.5.3. Active Listening in Learning Environments
- 2.6. Calibration
  - 2.6.1. Calibration Concept
  - 2.6.2. Calibration Process
- 2.7. Rapport
  - 2.7.1. Concept of Rapport
  - 2.7.2. Uses of Rapport
  - 2.7.3. Procedures to Generate Rapport
  - 2.7.4. Application of Rapport in Education
- 2.8. Feedback
  - 2.8.1. Concept
  - 2.8.2. Purpose of Good Feedback
  - 2.8.3. Feedback as Communication Reinforcement
  - 2.8.4. The Need for Good Feedback in Education
- 2.9. The Art of Questioning and Confrontation to Generate Learning
  - 2.9.1. Types of Questions
  - 2.9.2. Confrontation Based on Mutual Respect
  - 2.9.3. Insight and Learning from Confrontation
- 2.10. The Presence of the Teacher as a Pedagogical Tool
  - 2.10.1. Qualities of the Teacher's Presence



*A unique learning experience,  
key and decisive to boost your  
professional development"*

05

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.



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*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## At TECH we use the Case Method

What should a professional do in a given situation? Throughout the program, students will face multiple simulated clinical cases, based on real patients, in which they will have to do research, establish hypotheses, and ultimately resolve the situation. There is an abundance of scientific evidence on the effectiveness of the method. Specialists learn better, faster, and more sustainably over time.

*With TECH the psychologist experiences a way of learning that is shaking the foundations of traditional universities around the world.*



According to Dr. Gérvas, the clinical case is the annotated presentation of a patient, or group of patients, which becomes a "case", an example or model that illustrates some peculiar clinical component, either because of its teaching power or because of its uniqueness or rarity. It is essential that the case is based on current professional life, trying to recreate the real conditions in the psychologist's professional practice.

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*Did you know that this method was developed in 1912, at Harvard, for law students? The case method consisted of presenting students with real-life, complex situations for them to make decisions and justify their decisions on how to solve them. In 1924, Harvard adopted it as a standard teaching method”*

The effectiveness of the method is justified by four fundamental achievements:

1. Psychologists who follow this method not only master the assimilation of concepts, but also develop their mental capacity by means of exercises to evaluate real situations and apply their knowledge.
2. Learning is solidly translated into practical skills that allow the psychologist to better integrate knowledge into clinical practice.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.



## Relearning Methodology

At TECH we enhance the case method with the best 100% online teaching methodology available: Relearning.

Our university is the first in the world to combine the study of clinical cases with a 100% online learning system based on repetition, combining a minimum of 8 different elements in each lesson, which is a real revolution compared to the simple study and analysis of cases.

*The psychologist will learn through real cases and by solving complex situations in simulated learning environments. These simulations are developed using state-of-the-art software to facilitate immersive learning.*



At the forefront of world teaching, the Relearning method has managed to improve the overall satisfaction levels of professionals who complete their studies, with respect to the quality indicators of the best online university (Columbia University).

This methodology has trained more than 150,000 psychologists with unprecedented success in all clinical specialties. Our pedagogical methodology is developed in a highly competitive environment, with a university student body with a strong socioeconomic profile and an average age of 43.5 years old.

*Relearning will allow you to learn with less effort and better performance, involving you more in your training, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation for success.*

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

The overall score obtained by our learning system is 8.01, according to the highest international standards.



This program offers the best educational material, prepared with professionals in mind:



#### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



#### Latest Techniques and Procedures on Video

TECH introduces students to the latest techniques, to the latest educational advances, to the forefront of current psychology. All of this in direct contact with students and explained in detail so as to aid their assimilation and understanding. And best of all, you can watch the videos as many times as you like.



#### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



#### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.







**Expert-Led Case Studies and Case Analysis**

Effective learning ought to be contextual. Therefore, TECH presents real cases in which the expert will guide students, focusing on and solving the different situations: a clear and direct way to achieve the highest degree of understanding.



**Testing & Retesting**

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



**Classes**

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



**Quick Action Guides**

TECH offers the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical, and effective way to help students progress in their learning.



06

# Certificate

The Postgraduate Certificate in Coaching, Competencies of a Coach guarantees, in addition to the most accurate and up-to-date education, access to a Postgraduate Certificate issued by TECH Global University.



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*Successfully complete this program  
and receive your university qualification  
without having to travel or fill out  
laborious paperwork”*

This private qualification will allow you to obtain a **Postgraduate Certificate in Coaching, Competencies of a Coach** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University**, is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** private qualification, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Certificate in Coaching, Competencies of the Coach**

Modality: **online**

Duration: **12 weeks**

Accreditation: **12 ECTS**



\*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.

future  
health confidence people  
education information tutors  
guarantee accreditation teaching  
institutions technology learning  
community commitment  
personalized service innovation  
knowledge present  
development language  
classroom



## Postgraduate Certificate Coaching, Competencies of a Coach

- » Modality: online
- » Duration: 12 weeks
- » Certificate: TECH Global University
- » Accreditation: 12 ECTS
- » Schedule: at your own pace
- » Exams: online

# Postgraduate Certificate

## Coaching, Competencies of a Coach

