

Course Title	Coaching Fundamentals and Practice		
Course Number	8290205	# of Credits	1.0
Timetable	Intensive	Grade	1 – 4 year
Classroom	4B101		
Lecturer	Patrick Laudon		
Course Overview	Coaching is one of the leadership skillset increasingly used in modern management. What are the skills used in coaching? What is the philosophy behind it? Why and how does it work? This lecture will provide answers to these questions, while providing practical exercises to apply the coaching skills.		
Remarks	Lectures are Conducted in English		
Course Type	Lecture		
Course Objectives	Acquiring the fundamental skills of coaching, both theoretically and practically. Gaining an understanding of the philosophy of coaching.		
Academic Goal	a.) To understand what is coaching, and its history b.) To gain a general understanding of what are the coaching skills c.) To practice the main coaching skills through exercises		
Course Keywords	coaching, leadership, management, decision making, behavioral science		
Course Schedule	1 <sup>st</sup> day (February 4, 2017) Building Trust Skill/Will Matrix Questions in Coaching Active Listening Coaching Exercises		
	2 <sup>nd</sup> day (March 21, 2017) Behavioral Profiling Models of Coaching Conversations Feedback in Coaching Coaching Presence Coaching Exercises		
Course Prerequisites	None		
Grading Methods	Final paper after the 2 days		
Self-Directed Learning Method Outside the Classroom	Homework between day 1 and day 2 Additional Reading		
Textbooks and Supplementary Materials	An original textbook will be provided to student to support each basic coaching skill learnt. A list of reading will be also provided so the students who want to deepen their understanding can study further.		
Office Hours and Contact Information	9:00 to 18:00 patrick@lifecrack.asia		
Remarks	This course will be a “free choice elective” course for all undergraduate students. Graduate students are also welcome to join. Whether the credit obtained from this course is counted towards graduation is depending on your program.		