



## **How to Build Relationships - Coaching in Modern Times**

Coaching is a thriving profession that continues to grow at a rapid pace. From the Wall Street Journal to Psychology Today to CNN, major publications have recognized that a well-trained, proficient coach can be a major asset to individuals and organizations. Successful coaches help and motivate clients to reach goals and obtain breakthrough results.

Developing key coaching skills can also be beneficial to leaders and managers. By becoming better communicators and learning to form stronger relationships, they can build successful and happy teams that are satisfied with their work, their leaders, and their growth within the job. They can guide others, helping them to highlight and develop their skills and knowledge.

### **How To Build Better Relationships: Coaching In Modern Times**

The University of Miami offers its highly regarded Certified Professional Coach Training Program (CPC) at least twice a year. The CPC is an immersion in coaching skills over 11 months, including six in-person days and 99 hours of virtual class time. Students in the program say that it has not only taught them to be great coaches but also transformed their relationships with others.

While not nearly as intensive, this shorter introduction to coaching course will teach you these relationship building skills and provide an insight into coaching. The 4.5-hour virtual course consists of three self-study sessions and will introduce you to three key coaching skills: trust and safety; listening; and asking questions based in curiosity. You will both explore coaching skills and hear actual coaching done by a master coach. You will also find resources that you can access on your own after the course is done.

### **Learning Outcomes & Objectives**

You may be formally learning these skills for the first time or you may use the course to refresh or sharpen skills you already have. In either case, if you apply the knowledge from the sessions, you will:

- Understand the current quality of your communication skills
- Create a more trusting space for communication
- Learn to be more curious about others
- Become a better listener and learner
- Ask better and more powerful questions
- Create a more engaging space that draws wisdom from those around you
- Be able to help others develop themselves more powerfully

## **Benefits**

Through the skills learned in this course, you will be able to build a powerful communications platform. You will have a greater sense of your ability to help people develop themselves. You become a more efficient and more effective communicator. As a result, you will improve your personal and professional relationships, and become a better leader.