



Integrated Coach Training  
CoachNet Global LLC  
804 Coaching For Change  
Current as of April 2018

# 804 Coaching For Change Syllabus



## Course Expectations and Requirements:

This syllabus describes educational expectations for completing 804 Coaching For Change as a part of the Integrated PCC Pathway. If you have questions, please contact Amy Glazer ([amy@coachnet.org](mailto:amy@coachnet.org)/330.936.3768) or Judy Pence ([judy@coachnet.org](mailto:judy@coachnet.org)/216.857.0085).

---

## Basic Information:

- 804 Coaching For Change
- Online

## Number of Coach Specific Training Hours:

- 4 x 60 minute class sessions (online)
- CoachNet uses a system called Zoom Meeting for our online training. You can access it through the Zoom Meeting app, or through your browser. You can acquire the link through [www.coachnet.org](http://www.coachnet.org) under My Courses.
- One writing assignment (submitted for review by instructor).

---

## Instructor's Name:

Jonathan Reitz, MCC  
[jonathan@coachnet.org](mailto:jonathan@coachnet.org)  
440.665.2413

---

## Contacting the CoachNet Team:

Amy Glazer, ACC  
Director of Coaching Community  
[amy@coachnet.org](mailto:amy@coachnet.org)  
330.936.3768

Judy Pence, ACC  
Director of Finance & Administration  
[judy@coachnet.org](mailto:judy@coachnet.org)  
216.857.0085

---

## Website Description:

One of the core understandings CoachNet teaches is that "If your client isn't changing, you're not coaching." Change is the ultimate barometer of coaching effectiveness.

In this four course, you'll develop the listening and question asking skills that challenge your clients to hone in on what they really want. You'll build on the moment where the client names their deepest desires. You'll then learn to apply your coaching presence so your client develops specific plans to pursue what they really want.

This course focuses on the following ICF Core Coaching Competencies:

- #4 Coaching Presence
- #5 Active Listening
- #6 Powerful Questioning
- #9 Designing Actions
- #10 Planning & Goal Setting
- #11 Managing Progress & Accountability

4 60 minute sessions

4 coach-specific training hours

Training Language: English

---

## **Course Objectives:**

The objectives for this course are:

- Coach & client proactively identify opportunities for change.
- Effective coaches will structure the conversation so that the client chooses the change
- Coaches will help their clients choose the ideal change and make plans to achieve it.
- Coaches will learn strategies for measuring change in their coaching relationships.
- Coaches will apply a theory for change management and develop coaching approaches that fit this theory.

## **Required Student Resources:**

To successfully complete 804 Coaching For Change you will need:

- A reliable internet connection
- A reliable telephone
- A copy of the 804 Coaching For Change Participant's Sessions Guide
- An email address
- Word processing software to submit final assignments in Microsoft Word format

---

## Course Schedule/Outline/Calendar of Events:

804 Coaching For Change follows one of two formats: online for 4 - 60 minute sessions, online for two 2 hour sessions. Both formats include follow up assignments.

804 Coaching For Change begins online 2-3 times per year on average.

*Course Outline:*

Session	Class Focus	Follow Up Assignment
1	Listening for Change	
2	Questioning for Change	
3	Plans & Actions for Change	
4	Adapting Your Coaching Presence for Change	Journal Assignment (15-45 Minutes)

All assignments must be submitted to the Instructor within 30 days of the final class.

## Criteria for Grading:

804 Coaching For Change is conducted on a pass/fail basis.

You will pass 804 Coaching For Change if:

- You attend the required 75% of live course sessions and participate in class discussions
- You listen to the recordings of missed session
- You submit your writing assignments demonstrating comprehension and application of the material

---

## **Suggested Bibliography:**

Reitz, Jonathan. Coaching Hacks. Cleveland, OH CoachNet Global LLC. 2017

Ogne, Steven L. & Roehl, Tim. Transformissional Coaching: Empowering Leaders in a Changing Ministry World. Nashville, TN B&H Publishing Group. 2008.

Reitz, Jonathan. A Theology of Coaching. Cleveland, OH CoachNet Global LLC. 2014

Whitmore, John. Coaching for Performance. Hoboken, NJ Pfeiffer & Company. 1992.

Whitworth, Laura; Kimsey-House, Henry; and Sandahl, Phil. Co-Active Coaching. Boston, MA. Nicholas Brealey Publishing, 3rd Edition 2011.

## **First Taught:**

- January 2017

## **Syllabi on Learning Platform:**

- The downloadable syllabi presented on [www.coachnet.org](http://www.coachnet.org) shall contain the date of last update.