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Coaching

Modules of the specialization:

Management
Strategic Management
Financial Management
Marketing and Public Relations
Human Resource Management
Coaching as a Tool to Support
Change
Coaching Techniques in Managerial
Practice
Coaching in Teamwork
Optional Module (1)
Optional Module (2)

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The MBA Coaching specialisation is focused on understanding coaching principles and self-reflection and awakening to the development of active listening. Students will work on the principle of DUO - trust, awareness, responsibility.

For use in management practice, we will explore when coaching, mentoring and when facilitation is appropriate for dialogue.

Students will take away an understanding of the basic GROW coaching method. They will learn to use the magic of questions in conversations and use visualization as an important tool for developing people. They will experience a concrete coaching demonstration and get the opportunity to practice being in the position of the coachee, coach or observer. The methods will be complemented by the introduction of the graphical tool MURAL for effective coaching in companies and societies. The MBA Coaching specialisation includes the following modules beyond the basic and optional block: Coaching as a Tool to Support Change, Coaching Techniques in Managerial Practice, Coaching in Teamwork.

Master of Business Administration