

COURSE DESCRIPTION CARD

Bialystok University of Technology Faculty of Engineering Management									
Field of study	Management							Degree level and programme type	first degree/second degree
Specialisation/ diploma path	-							Study profile	-
Course name	Coaching							Course code	IS-FM-00088W
								Course type	elective
Forms and number of hours of educational activities	L	C	LC	P	SW	FW	S	Semester	winter
		30						No. of ECTS credits	5
Entry requirements	-								
Course objectives	<p>Knowledge: the aim of this course is to introduce students to basic concepts of coaching, business coaching and mentoring. The student will gain knowledge about the essence of coaching, its history, the essence of change, leadership and group behaviour. Skills: the student will be introduced to good practices of business coaching and mentoring. Social competences: developing social competences through conducting and participating in coaching sessions, during which the student will gain the ability to create a coaching contract, and will be able to use coaching models in practice.</p>								
Course content	<p>History of coaching. The essence of coaching. The essence of mentoring. The essence of change. Setting goals. Coaching models: Dilts' pyramid, GROW model, business wheel. Manager as a coach. Giving feedback. Leadership basics. Group behaviour, group processes. Best practices of mentoring and business coaching.</p>								
Teaching methods	lecture, role-playing								
Assessment method	test, the assessment of coaching conversation								
Symbol of learning outcome	Learning outcomes							Reference to the learning outcomes for the field of study	
	Knowledge: the graduate knows and understands							-	
LO1	the essence of business coaching							-	

L02	coaching tools such as Dilts pyramid, wheel of business and the GROW model	-
	Skills: the graduate is able to	-
L03	apply chosen coaching models in practice	-
L04	draw conclusions from four colour personality test	-
	Social competence: the graduate is ready to	-
L05	lead coaching conversation based on the coaching model	-
L06	deal with group conflicts	-
Symbol of learning outcome	Methods of assessing the learning outcomes	Type of tuition during which the outcome is assessed
L01	test	C
L02	test	C
L03	the assessment of coaching conversation	C
L04	the assessment of coaching conversation	C
L05	the assessment of coaching conversation	C
L06	the assessment of coaching conversation	C
Student workload (in hours)		No. of hours
Calculation	participation in classes	30
	preparation for the classes	30
	participation in teacher's office hours	5
	preparation for the coaching conversation	40
	preparation for the test	20
TOTAL:		125
Quantitative indicators		HOURS
Student workload – activities that require direct teacher participation		35
Student workload – practical activities		90
Basic references	<ol style="list-style-type: none"> 1. Sternad D., Developing Coaching Skills: A Concise Introduction, Econcise, 2021. 2. Silsbee D., The Mindful Coach: seven roles for facilitating leaders development, John Wiley & Sons, 2010. 3. Whitmore J., Coaching for Performance, GROWing human potential and purpose, The principles and practice of coaching and leadership, Nicholas Brealey Publishing, London, Boston, 2009. 4. Whitworth L., Kimsey-House H., Co-Active Coaching, Changing Business, Transforming Lives, Nicholas Braley Edition, Boston, London, 2015. 	
Supplementary references	<ol style="list-style-type: none"> 1. Bungay Stanier M., The coaching habit, Box of Crayons Press, 2016. 2. Czarkowska L. (ed.), Coaching as a method of developing human potential, Warszawa: Wydawnictwa Akademickie i Profesjonalne: Kozminski University, 2010. 3. Stolfus T., Coaching questions Coach, 22 Bookstore LLC, 2008. 	

Organisational unit conducting the course	International Chair of Logistics and and Service Engineering	Date of issuing the programme
Author of the programme	Anna Kononiuk, PhD	25.02.2022

L – lecture, C – classes, LC – laboratory classes, P – project, SW – specialization workshop, FW - field work, S – seminar