



**Chartered Management Institute
Award**
Level 3 – **Unit 3011** - (7 credits)
Principles, Skills and Impact of Coaching and Mentoring
Thursday 17 May 2018

The venue for the workshop is Highlands College at the Professional Studies Centre
The workshop will start at 09:00 and finish at 17:30
Lunch will be provided

CMI Level 3 Qualifications in Coaching and Mentoring (RQF)

This qualification is designed for supervisors and first line managers, to support the development, coaching and mentoring skills and techniques of individuals, teams and achieve objectives.
CMI qualifications at QCF Level 3 portray practical skills and competences that are rated in academic terms as being comparable to GCE AS/A Levels.

Principles, Skills and Impact of Coaching and Mentoring

This unit is about the core principles, skills and impact of coaching and mentoring on individuals and teams.

Module	Course Overview
7 credits 3011V1	<ul style="list-style-type: none">1. Understand the principles of coaching and mentoring<ul style="list-style-type: none">1.1 Define coaching and its purpose1.2 Define mentoring and its purpose1.3 Describe the role of a coach1.4 Describe the role of a mentor 2. Understand the skills required of a coach<ul style="list-style-type: none">2.1 Discuss the communication skills required of a coach2.2 Describe the need for sensitivity and confidentiality in a coaching relationship2.3 Identify methods of feedback and support for a coachee in a coaching relationship 3. Understand the skills required of a mentor<ul style="list-style-type: none">3.1 Discuss the communication skills required of a mentor3.2 Describe the need for sensitivity and confidentiality in a mentoring relationship3.3 Identify methods of feedback and support for mentee mentoring relationship 4. Understand the impact of coaching on individual, team and organisational performance<ul style="list-style-type: none">4.1 Identify the benefits of coaching for an individual4.2 Identify the benefits of coaching for a team4.3 Identify the benefits of coaching for an organisation 5. Understand the impact of mentoring on individual, team and organisational performance<ul style="list-style-type: none">5.1 Identify the benefits of mentoring for an individual5.2 Identify the benefits of mentoring for a team5.3 Identify the benefits mentoring for an organisation

Further information and enrolment	Email: bdc@highlands.ac.uk Tel: 01534 608706
Programme Manager	Fiona Smith MSc. MEd. PGCE (FE). FLPI. FCMI Email: fiona.smith@highlands.ac.uk Tel: 01534 608762
Course Tutor	<p>Dr. Jeremy Cross - with over 20 year's international experience consulting and coaching, specialising in organisational change, leadership development, and Board governance & evaluation, Jeremy has worked with clients such as BT, LEGO, Nike, Sainsbury's, Oracle, Standard Life Investments, Arriva, 3M, Capita, Paddy Power, MacMillan Cancer and Ogier and led change projects with over 70 organisations in a variety of sectors including public, finance, retail, legal, pharmaceutical, utilities, education and not-for-profit.</p> <p>He has gained a PhD in Performance Psychology, MBA from Henley Business School, is accredited in Executive Coaching from Middlesex University and is a visiting Faculty Member and MSc Supervisor at Henley Business School, plus a regular speaker and writer on leadership. His approach featured in the 2013 textbook 'Leadership: A Critical Introduction' (Routledge) and in a 2014 TED Talk at the first TEDxStHelier, Jersey.</p> <p>He was the psychologist for the GB Men's Hockey Team during the team's first ever win at the European Hockey Championships in 2009, and with Team Jersey at the 2006, 2010 and 2014 Commonwealth Games.</p> <p>Jeremy is also an ex-professional tennis player, competed at Wimbledon qualifying, won 7 Island Games gold medals representing Jersey, and recently over 35s GB top 10.</p>
Cost	<p>CMI - Award (6 credits) 1766CMCM03 This unit (3011) - Course Code: 1766CMCA02 Fee: £298 (inclusive of GST) plus £84 CMI registration fee. GST exempt companies should send a copy of their ISE certificate with their application form with a fee of £283.80 plus £84.</p>
Cost	<p>Certificate – 13 credits required 1766CMCC02 Unit 3011 (7 credits) 1766CMCM03 AND Unit 3012 (6 credits) 1866CMCM01 £298 for each unit = £596.00 Registered ISE (GST) exempt companies: £567.62 Plus CMI Registration fee: £118.00.</p>