



coaching – leading – motivating

2016

Training as a business and team coach
with NLP Business Practitioner DVNLP certification



- Coaching is a value-adding form of counseling that helps people to efficiently and positively solve current professional or personal problems, to make decisions, achieve goals and resolve conflicts.
- NLP (neurolinguistic programming) is considered a “best-of collection” of modern solution-oriented psychology. It offers every business and team coach a versatile tool case of effective methods to quickly, pragmatically and effectively achieve results.
- In every person/staff member lies great potential of untapped opportunities. Coaching aims to discover, activate and make this untapped potential usable.
- The training is aimed at managers, self-employed people and all ambitious people with responsible jobs and with some curiosity about themselves and others.



WHAT (Business Coach)

- You learn how to guide people in learning and change processes and to initiate them.
- You learn targeted and effective coaching techniques and test them out in practice.
- During the training, in addition to working on practically oriented case studies, you work on your own issues, and hence go through the coaching process yourself.
- In our small training groups, you have the opportunity to share thoughts with others and to develop approaches tailored to your needs.
- For the duration of the training you have the opportunity to regularly demonstrate your skills in peer groups.

HOW (Business Coach)

- We will familiarize you with the reasons for human behavior and show you how to motivate yourself and others in a purposeful way.
- You learn and deepen basic group communication management and professional coaching techniques.
- We draw on a variety of methods and use proven concepts from systemic coaching, solution-oriented psychology, NLP (neurolinguistic programming) and client-centered interviewing.
- You learn to provide competent guidance to people in important personal processes, help them to eliminate inner blockages, develop useful thinking and behavior patterns, release energy and achieve goals.
- You also learn to make use of unconscious motives in coaching. In this way, you ensure that the results generated are actually taken on board by the coached employees.
- You will become aware of how you can inspire surprising new perspectives, how you can use intuition and knowledge to generate professionalism and how you can increase self-esteem and quality of life for yourself and others.
- Our training is very practice-oriented. Each concept taught is tried out by you straight away.





Contents business coach

- Coaching parameters and ethics, role of the coach, the coaching process
- The structure of change. Coaching as a change management tool
- Coaching conversation-management techniques. Tricks with language, linguistic models
- Client-centered communication. Engaging with people and leading in the coaching process
- Working with the unconscious. Personality models in coaching
- From vision to action. Motivation, thought patterns and value systems in coaching
- Mental models, reframing, changing beliefs
- Success coaching, conflict coaching, problem-solving coaching, decision coaching
- Emotional intelligence and self-management strategies in coaching
- Potential analyses as an introduction to the coaching process using Insights MDI®
- Personal coaching process

- Professionally leading and motivating teams is considered an essential professional success factor. Agile leadership is the management style of the future; the manager becomes a coach, facilitator, multiplier in the unfolding of maximum creativity and personal best performance on the part of employees.
- Systemic thinking, understanding group processes and professional team development tools make this activity easy.
- The art of leading groups in an activating way and of communicating with humor and interest can be learned!
- The training is aimed at managers, team and project leaders, self-employed people and all ambitious people with responsible jobs.



WHAT (Team Coach)

- You learn how to guide people in learning and change processes and how to initiate them, in smaller and larger groups.
- You learn targeted and effective training and facilitation techniques and test them out in practice.
- You practice your own engagement with groups in a protected space.
- In our small groups, you have the opportunity to share with others and to create and practice seminar concepts or presentations relevant for your area .
- By simultaneously attending our business coach training, you have the opportunity to acquire a certificate as an internationally recognized NLP Practitioner DVNLP.

HOW (Team Coach)

- We familiarize you with future-oriented teaching and learning methods (accelerated learning) and show you how to motivate yourself and others in a targeted way.
- With Insights MDI you get a reputable and proven diagnostic tool for team development.
- You learn and gain deeper knowledge of the basic techniques of team building and team development and practice moderation techniques.
- You will find it much easier to structure and moderate meetings of all kinds and you will be able to design meetings with more variety.
- We draw on a variety of methods, with proven concepts from the systemic approach, humanist psychology, NLP and insights from brain-friendly learning.
- You learn how you can also work well with difficult groups, define and achieve common goals, and we also teach you the necessary techniques for directing and conducting communication in this context.
- You can act flexibly in complex structures, lead employees, create a good team and transmit your own enthusiasm to others: This is surely the most complex, but also the most rewarding challenge for anyone who has to deal with people.
- Our training is very practice-oriented. Each concept taught is tried out by you straight away.





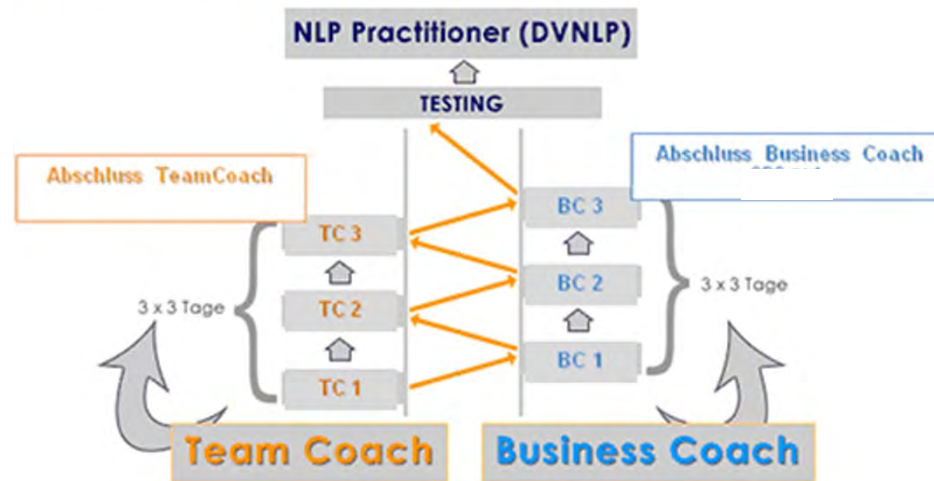
Contents team coach

- Framework in team coaching, role of the coach/team coach
- Presentation preparation, creativity techniques, concept development
- Accelerated learning (AL): Designing exercises based on needs, moderation techniques
- Multi-level learning, initiating and mastering group processes, arousing emotions
- Communication and presentation skills, tricks with language
- Group dynamics, dealing with difficult situations and resistance
- My goal, your goal, our goal. Motivation and team coaching
- Brain-friendly learning, optimization of the memorization ratio, success measurement and CIP
- Charisma, emotional intelligence and self-management strategies in coaching
- "Tell me, what color you are!" – psychological and pedagogical grace in dealing with different personality types using the example of Insights MDI®

Modular system

- We carry out training in a modular system, i.e., the “Business Coach” and “Team Coach” sessions always alternate (3 x 3 days)
- Following successful completion of the 18-day training period an integrated final examination, you gain recognition as a Certified Coach QCA, and the title of “NLP Practitioner DVNLP,” certified by the International NLP umbrella organization.

Modulares System:



- Dates 2016 **Business Coach**
BC 1: January 26–28, 2016
BC 2: April 5–7, 2016
BC 3: June 7–9, 2016

- Dates 2016 **Team Coach**
TC 1: March 1–3, 2016
TC 2: May 10–12, 2016
TC 3: September 20–22, 2016

WHERE

- The training consists of 6 training modules. Each training block includes Three seminar days (Tues-Thurs) in our Villa am Wendsee in Brandenburg an der Havel (www.villa-am-wendsee.de)
- Surrounded by five major lakes on the river Havel, we are located right in the middle of an attractive landscape, yet only a 50 minute train ride from Berlin.
- For participants from Berlin or the surrounding area, it is possible to arrange convenient arrival and departure times on each seminar day.
- We'd be happy to reserve you a room in one of our three apartments. Or we'll find you comfortable and beautiful accommodation in the area
- And at lunchtime, our in-house cook will spoil us with delicacies at the large oak table overlooking the lake.





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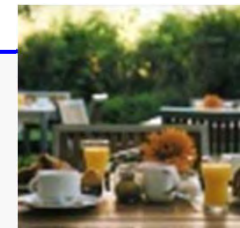
- Dates 2016 **Team Coach**
TC 1: March 1–3, 2016
TC 2: May 10–12, 2016
TC 3: September 20–22, 2016

- Day 1 of seminar: Seminar starts at 11
Lunch break from 1.30–2.30
Seminar ends at 8
- Day 2 of seminar: Seminar starts at 9
Lunch break from 1.00–2.00
Seminar ends at 7
- Day 3 of seminar: Seminar starts at 9
Lunch break from 12.30–1.30
Seminar ends at 4



Here we go

- Your investment: 3400 EUR plus VAT incl. all-inclusive package when attending two training courses “business coach” and “team coach” (18 days)
- This includes:
 - 6 x 3 conference days
 - Lunch, coffee/tea , seminar drinks
 - Detailed seminar materials
 - Certificate “Business and Team Coach” with QCA seal
 - Certificate NLP Practitioner with DVNLP seal upon passing the examination
 - Personal MDI Insights Potential Analysis (ca. 40 pages)
- Accommodation in our apartments costs 35 to 55 EUR per person. For hotel accommodation, we can arrange special rates of currently 45 to 75 EUR per night.
The seminar times also allow visitors from far away to arrive on the first day and to depart at a convenient time on the third day of the seminar.





Registration form Business and Team Coach with NLP Practitioner DVNLP



• Services

The seminar package includes the following services:

- Seminar fees for 18-day training
- seminar documents
- Catering during training: 3-course lunch, coffee, tea, fruit, mineral water
- Certificate
- Personal MDI Insights Potential Analysis (approx. 40 pages)
- "NLP Practitioner DVNLP" qualification with seal for passing the final exam

• Registration

To register, please fill out this registration form and send or fax it to the following address:

FuturePace Cons. GmbH
 Seestr. 5
 14774 Brandenburg/ Havel
 Fax: 03381-804293

• Participation

Conditions of

participation:

Your registration will be confirmed by us in written form

- The invoice will be sent to you separately. The first module is to be paid for at least 3 weeks prior to the course.
- Cancellation or non-appearance will be charged at 80% of the seminar price
- A substitute participant can, of course, take your place
- We reserve the right to cancel the seminar if there are too few participants.

• Seminar price: 3,400 EUR per person plus VAT

• Early booking discount of 5% for bookings made up to 8 weeks before the start

• Payment in installments possible 12 monthly installments @ 285 EUR excluding VAT

- Yes, I will participate I also need a hotel

Name:.....

• Address:.....

• Tel/ Fax/ e-mail:.....

• Place, date:.....

• Signature:.....

Feedback

- “Ms Schauer’s use of coaching tools was impressive, and even today, it is still an important management tool for me. An investment that has definitely paid off and was a personal gain.”

Otto Hensler, head of administration, Fraunhofer Gesellschaft

- “The breaks of about six weeks between the training blocks make it possible to put what was learned into practice in daily work.”

Alexandra Ehrenberg, head of production, Pohl Boskamp GmbH

- “The NLP training offers much more than comprehensive methodological competence and long-term personal development: it offers a relaxing, interesting atmosphere; wonderful new contacts from other industries and regions, as well as an extremely dedicated and savvy seminar leader, Ms Schauer. Thanks – I will be on board again for the next level.” Astrid Kade, operational manager, Siemens AG

- “I have received lasting benefits from the contents of the modular training as an NLP Business Practitioner at ‘FuturePace’ in different management tasks. The network within our training group developed quickly, enriched the course and is still in place.” Wolfgang Inderwies, authorized officer Gasteig München GmbH

- “My training with Ms Schauer helped me considerably in moving my change work forward and bringing it to a successful conclusion. The pleasant atmosphere in the villa and in the garden were very helpful in this respect. I would not hesitate to attend another seminar with Ms Schauer.” Eike Prang, key account manager Edding Sales

- “Christine Schauer is in our pool of professional coaches in the field of leadership development. We know our executives are always in good hands with her, as she combines professional competence, a diverse range of methods along with years of experience and a high degree of openness. Like the coachees, we as the client are more than satisfied with the results and evident development after the coaching.”

Michael Weber, ADAC eV, Personnel Officer





FuturePace Consulting GmbH

- FuturePace Consulting GmbH was founded in March 1999 and is one of the established providers in the field of change management, leadership development, service orientation, coaching, training & team development up to the holistic system of business excellence (EFQM model). Our team of consultants has a lot of interdisciplinary background in this area and uses a variety of practical and implementation oriented approaches.
- Our customers include, among others, the BMW Group, Deutsche Bank, SWISS International Airlines, Ernst & Young, ADAC e.V., RWE, Berliner Volksbank, Hypo-Vereinsbank, Pohl-Boskamp GmbH, Helmholtz Zentrum Berlin, Europcar, Dekra, Renesas Electronics, Panke Pflege Berlin.
- In open seminars we pass on our key competences to people who want to acquire new knowledge, develop professionally and personally and build their future.

Our work is characterized by humanity, care, humor, creativity and a constructive communications culture.



- Christine Schauer, born in 1965, comes from Berlin and lives in Zurich. For 15 years she has been working as a business coach and trainer for leading international companies, including SWISS International Airlines, Deutsche Bank, BMW, Siemens, Ernst&Young, Renesas Electronics, Klöckner Stahlhandel, ... She trains, coaches and develops individuals and teams of 1–200 participants.
- After receiving a degree in social pedagogy, she completed various post-graduate and continuing education courses. She is a communications trainer, management coach, TQM coach and NLP practitioner trainer. She is trained in various personal diagnostic systems and in modern learning and relaxation techniques.
- Her work focuses on advising senior executives on management, sales and leadership issues and on projects for management and team development.
- Publications:
“Mitarbeiter auf dem Weg zum Markenbotschafter“ in: Kreuzer: Die neue Macht des Marketing, Gabler 2007.
„Coachen als Profi“ in: Migge: Handbuch Coaching und Beratung, Beltz 2007

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