



European Academy
of Innovation

+40 721 305 948

hello@erasmus-training.eu

www.erasmus-training.eu

Coaching skills

The preliminary training plan

Day 1 – Coaching basics with Iris

09:00 – 10:30	<ul style="list-style-type: none">- Presentation of the trainer- Presentation of the participants- Expectations- Presentation of the training program- Administrative aspects
10:30-10:45	Break
10:45-12:00	<ul style="list-style-type: none">- Presentation of the universities of the participants
12:00-13:00	Lunch Break
13:00-15:00	<ul style="list-style-type: none">- Different types of coaching- What is coaching and how do we use it?- Coaching in the Academic community

* Afternoon Walking City Tour

* Art exhibition (painting, sculpture, 3d animation) by Hans Mattis-Teutsch @ Arts Museum (Union Square, No. 1), free entry.

Day 2 – Key coaching skills

09:00 – 10:30	<ul style="list-style-type: none">- Goal-setting- Looking- Listening
10:30-10:45	Break
10:45-12:00	<ul style="list-style-type: none">- Emphatising- Effective communication – a path towards a growing employee engagement
12:00-13:00	International Lunch
13:00-15:00	<ul style="list-style-type: none">- The academic as a coach

* Evening recommendation: The star without a name - Action Exercise @ The National Theater of Timisoara (Strada Marasesti, Nr. 2), 7 PM – 9 PM, tickets: regular ticket 30 lei, VIP ticket, 40 lei. Learn acting from professional actors.



European Academy
of Innovation

+40 721 305 948

hello@erasmus-training.eu

www.erasmus-training.eu

Day 3 – Conflict Dynamics

09:00 – 10:30	<ul style="list-style-type: none">- Conflict management theory- Negotiation and conflict management techniques- The culture of collaboration between university administration and the educational body
10:30-10:45	Break
10:45-12:00	<ul style="list-style-type: none">- The impact of the institution size upon the coaching process – How to adapt?
12:00-13:00	Lunch Break
13:00-15:00	<ul style="list-style-type: none">- Formal and Informal coaching

* Evening recommendation: Tosca by Giacomo Puccini @ Romanian National Opera of Timisoara (Strada Marasesti, nr. 2), 7.00 PM – 9.30 PM

Day 4 – Focus

09:00 – 10:30	<ul style="list-style-type: none">- Questioning- Intuiting
10:30-10:45	Break
10:45-12:00	<ul style="list-style-type: none">- The magic of the descriptive feedback- Communication barriers and how to break them
12:00-13:00	Lunch Break
13:00-15:00	<ul style="list-style-type: none">- Why coaching matters to top universities?

* Traditional Romanian Dinner @ Miorița Restaurant

Day 5 – Beyond coaching

09:00 – 10:30	<ul style="list-style-type: none">- Coaching is not training, mentoring or counselling- Resilience
10:30-10:45	Break
10:45-12:00	<ul style="list-style-type: none">- Motivation- Maximizing your potential
12:00-13:00	Lunch Break
13:00-15:00	<ul style="list-style-type: none">- Examination- Feedback session- Graduation

* My Fair Lady by Frederick Loewe @ Romanian National Opera of Timisoara (Strada Marasesti, nr. 2), 6 PM – 9 PM



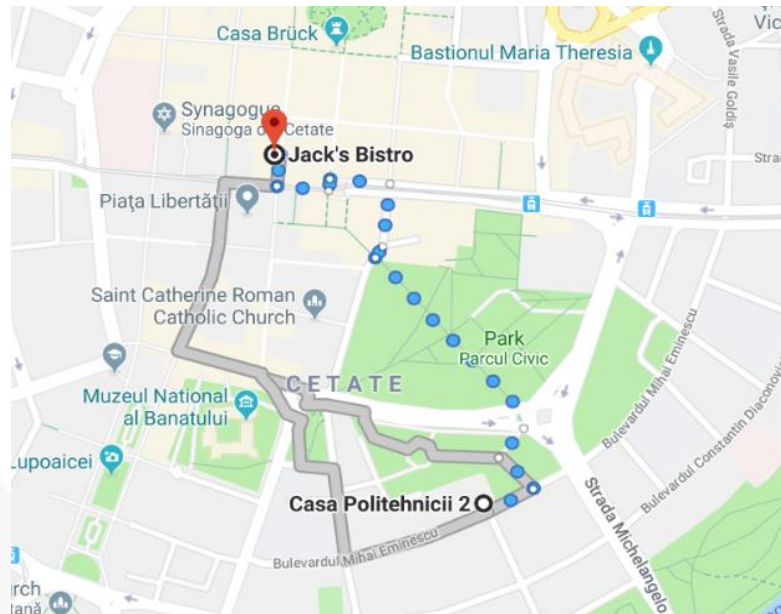
European Academy
of Innovation

+40 721 305 948

hello@erasmus-training.eu

www.erasmus-training.eu

Dinners except from the one on **Thursday** night will be @ **Jack's Bistro** at 7 p.m.



Don't miss:

- the Museum of the Communist Consumer
- the Art Museum
- the Village Museum
- a Spa day
- Kayaking on Bega river
- Visiting Recas Winery
- Gelato di Bruno ice cream
- Iulius Town

- The training plan is subject to change based on the needs and expectations of the participants.
- The social activities recommended for each day are optional and will be updated one week before the start of the training.