

# SELF-MANAGEMENT

COACH

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## CERTIFIED SELF-MANAGEMENT COACH (CSMC)

For 25 years, people have been partnering with the Self-Management Group (SMG) to develop “self-managed” performance cultures. SMG continues to lead the way with the Certified Self-Management Coach (CSMC) training program for external coaches. It certifies coaches in the use of self-management content and gives coaches the skills, resources and support they need to develop effective coaching businesses.

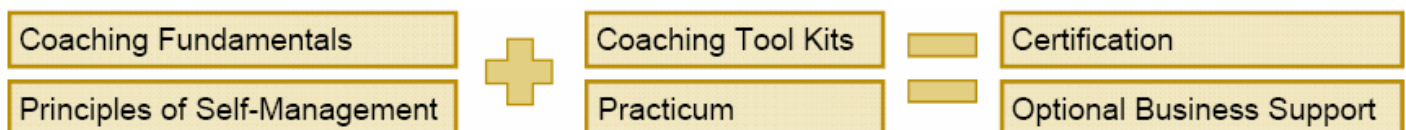
If you would like to add depth to the coaching or consulting work you are doing and are interested in business focused content coaching, the self-management coaching system is for you. It is appropriate for coaching employees, sales representatives, managers and corporate leaders and is proven effective.

The CSMC program is the training program that has had by far the greatest impact on me both individually and professionally! By providing self-management tools and concepts that are applicable in many situations and making them available in a coaching structure, Self-Management Coaching has found the solution that turns knowledge into action. [It] has had a powerful impact on my motivation, productivity, and sense of direction.

-Mehendi Kamani, National Director of Advisor Education, ING. Canada

### OUR PROCESS:

Over 25 years of research, profiling, training and coaching, have helped us identify the critical elements that lead to effective Self-Management Coaching. Prospective external coaches can complete the certification in 6 Simple Steps:



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**Step 1, Coaching Fundamentals:** During this initial phase of our work together we will help the coach to understand the fundamentals of effective coaching. Program participants will walk away with a deeper understanding of how to coach for commitment and how to develop their client's internal resources for success, self-reliance and self-management.

**Step 2, Principles of Self-Management:** Our experience has taught us that the number one core competency of successful people at any level of an organization is the ability to self manage. We will introduce our principles and processes and help the coach to apply the rich content of the program.

We will also train the coach through our nationally recognized Managing Effort Coaching Process. Understanding how to manage effort is an essential part of our coaching system. It is a highly accountable, no-nonsense approach that will help coaches develop client commitment and responsibility.

**Step 3, Coaching Tool Kit:** Each coach is trained in the use of our Coaching Tool Kit. These Kits have been expertly designed to support the coach as they apply their learnings in the field. They help the coach to work with individual clients and apply the Principles of Self-Management to a wide variety of different work circumstances.

**Step 4, Practicum:** The coach will learn to apply Self-Management systems and principles to a variety of different scenarios through 2 days of coaching practicum exercises and group presentations.

**Step 5, Certification:** Each Coach trainee will partner with a Certified Master Coach for 6 Coach Mentoring sessions. The purpose will be to coach the new coach while they work with their first clients. Upon successful completion of the training and mentoring sessions each coach will be provided with a coaching certificate, recognized by The Worldwide Association of Business Coaches.

**Step 6, Optional Business Support:** CSMC program graduates will have the option to enter into our high-touch Business Acceleration Program. This includes results focused one-on-one advising sessions with a professional business advisor. The sessions help the coach to integrate CSMC into their business and communicate the value of their services to a wider audience.

## CSMC PROGRAM BENEFITS:

Program participants will leave with a deeper understanding of how to apply proven Self-Management and Managing Effort Strategies to one-on-one content coaching relationships.

- Coaches develop their own self-management potential and become role models for their clients
- Become experts at coaching others on the 4 Step Self-Management System
- Learn a day-to-day system that will help the coach to tap into the internal motivations that drive client performance
- Become expert in working with the Performance Equation™ and its elements
- Discover how to develop potential, and coach for commitment & performance, without coaxing or using external motivation tactics
- Optional one-on-one business support to help implement new strategies and provide the coach with a maximum ROI

## BUDGET

\$3,945 per participant for 3 days of training. Includes all materials, coffee breaks and lunches. Also includes (5) licences/kits to coach 5 people over 12 sessions.