

**UNIT 1****Introduction to Coaching Psychology**

History of Coaching Psychology. Definition of Coaching Psychology. Coaching competencies. Strengths in Coaching- Models of character strengths, personality strengths, and talents. Coaching Relationship- Humanistic psychology roots in motivational interviewing and coaching. Relational techniques - connection, unconditional regard, active listening, open inquiry, reflections.

**UNIT 2****Self-Determination Theory in Coaching**

Application of self-determination theory in Coaching. Transtheoretical Model of Behaviour Change- stages of change, cognitive and behavioural processes of change. Mount Lasting Change framework.

**UNIT 3****Well-being, Negative and Positive Emotions in Coaching**

Definitions of Well-being, Measures of well-being, flourishing and thriving. Neurobiological impact of negative emotions. Models of negative emotions in Coaching: Non-violent Communication, Acceptance & Commitment Therapy, Self-compassion. Neurobiological and psychological impact of positive emotions. Positive emotions in coaching. Emotional intelligence.

**UNIT 4****Mindfulness and Mind Organization for Coaching**

Neurobiology of mindfulness. Construct of body intelligence. Mindfulness and brain states -linear executive control states, nonlinear creative brain states, open, narrow, and meta awareness states. Neurobiology of creativity and brain learning. Creative brain states in generative moments or relational flow of coaching.

**UNIT 5****Self-efficacy in Coaching**

Coaching techniques for self-efficacy. Goal Setting- accountability and commitment in performance. Neurobiology of visualization and visioning. Coaching techniques for visioning. Transformational leadership framework. Essential Techniques of Positive Psychology Coaching. Nature of growth edges, personal growth edges. Immunity to Change model. Literature review of Executive Coaching. Measuring outcomes in coaching. Personal Change Plan. Coaching Demonstrations and Practice.

**TEXT BOOKS/ REFERENCES:**

1. Stephen Palmer & Alison Whybrow (2007). Handbook of Coaching Psychology: A Guide for Practitioners. New York: Routledge. ISBN 978-1-58391-706-0
2. Margaret Moore & Bob Tschannen-Moran (2010). Coaching Psychology Manual. Wolters-Kluwer
3. Dweck, Carol S (2006). Mindset: The New Psychology of Success. Random House, New York
4. Lyubomirsky, Sonja (2008). The How of Happiness: A New Approach to Getting the Life You Want. Penguin, New York