



UNIVERSITÀ
CATTOLICA
del Sacro Cuore

Leadership Coaching: bringing potential to the stage of work

PROF. BRIAN GROVES

Area of study:	Business and Economics
Area Code:	IB/CM330
Method of Instruction:	In-person

Description

The course uses four characters taken from dramatic texts belonging to the canon of European drama as coaching clients to answer the following key question: 'What input can these characters offer us for the world of work?'

The course draws on a series of training and coaching concepts to provide an innovative perspective on leadership. At the centre of the course are people skills. Though these are soft skills their impact is often noticeable at a business level.

Course objectives can be synthesized as follows:

- Recognize the relationship between theatre and work dynamics;
- Embrace the idea of being authentic in any role undertaken;
- Get acquainted with the idea 'We are all leaders of ourselves';
- Understand the impact coaching can have on workplace performance;
- Explore leadership qualities required for the ever-changing world of work.

COURSE CONTENTS

The relevance of drama to work: Theatre Code of Ethics applied to the workplace
Introduction to coaching: using potential
Fulfillment coaching: self-confidence, values mining
Balance coaching: goal setting, achieving success
Soft skills development: skills overview, conscious competence learning
Process coaching: listening, conflict resolution
Personal effectiveness: SWOT analysis, positive mental attitude at work
Leadership qualities for today and tomorrow

PREREQUISITES

The course is an introduction to coaching and leadership and does not require any previous knowledge of these subjects. Curiosity towards 'bringing our potential to all we do' will be a facilitating factor in obtaining the most from the sessions.



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METHOD OF TEACHING

Together with traditional front-of-room lectures coupled with MS PowerPoint input, the learning process is supported by stimulating experiential learning and interactive coaching exercises, short videos, small group work, pair work and group discussions.

COURSE REQUIREMENTS

Students are required to:

- a) Attend in class and actively participate in the class lessons. Mobile phones are NOT to be used in class;
- b) Create, in MS PowerPoint or PDF only, a five-minute end-of-course presentation, highlighting a real person or imaginary figure (from literature, theatre, music, cinema, television or the business world) who represents a point of reference regarding values and characteristics for the world of work. The presentation should be submitted for viewing during the scheduled 'Class presentations' lesson(s);
- c) Take an end-of-course two-part (open book) written exam assignment for online submission by the scheduled 'Final exams' lesson.

CREDITS

6 ECTS

GRADING

Engagement with the lessons	10% of final grade
Class presentation	30% of final grade
Final written exam	60% of final grade

COURSE READINGS AND MATERIALS

Essential reading list:

- Groves Brian, Training through drama for work (EDUCatt publication)
Pirandello Luigi, Sei personaggi in cerca d'autore (Six Characters in Search of an Author)
Machiavelli Niccolò, La Mandragola (The Mandragola)
Eliot T. S., Murder in the Cathedral
Shakespeare William, The Merchant of Venice
Material for the coaching exercises and the course slides will be available on Blackboard.

INSTRUCTOR BIO

Brian Groves DipM FCIM Chartered Marketer, CTI-trained Co-Active Coach, Freelance Trainer, and Author, has supplied to date over 17,650 hours of professional and personal development to a portfolio of corporate and individual clients.

Past clients include: ARCA SGR SpA, Compaq Computer SpA, Credit Suisse First Boston, Dell SpA, Escada Italia Srl, Fideuram Capital SpA and Luxottica Group SpA.



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As a Contracted Professor, in addition to the course *Leadership coaching: bringing potential to the stage of work*, Brian teaches the Università Cattolica's International Curriculum graduate courses *Personal marketing: performance skills at work*, *The human side of business*, *Diversity at work: working better by working together*, and *Performance management at work*.

In past semesters, he additionally taught the course *Mentoring success: the stage of work*, being part of the Università Cattolica's International Internship Program, plus the Interfaculty postgraduate course *Training through drama and coaching for work*. In 2012, as a Visiting Professor, he taught this course at the Pontifical University of John Paul II in Krakow, Poland.

Born in Brighton, England, he started his career in the corporate worlds of London and Brighton working in finance and banking. Putting aside the suit and tie, he then experienced a different perspective of life as a kibbutz volunteer, based near Haifa, Israel, for six months.

After residing in Milan for many years, he currently lives in Modena, Italy. A passion for music, sport, and the theatre, examples of channelling the power of preparation and practice into peak moments of performance, have accompanied him throughout his journey to now.

To date, he has published 36 books uniting coaching, performance and work, plus more recently, inspirational and haiku poetry. A keen blogger, Brian's 1,415+ postings regarding professional and personal development can be read at <http://bgdtcoaching.wordpress.com>

E-MAIL ADDRESS

brian.groves@unicatt.it