

BUSINESS COACHING

(Full day training)

ORGANIZERS: The Association for International Arbitration (AIA) and Unternehmensberatung & Unternehmensorganisation (UBW).

DESCRIPTION: This one-day training program is designed to provide an introduction to the theory and practice of business-coaching. Participants will learn how coaching works and what the benefits in daily business are. The seminar is suitable to everyone who is interested in learning more, in particular for top and middle-management and aims to offer an understanding of how coaching can be implemented in their roles as leaders and how coaching for their employees can improve the business' performance. The seminar focuses on relevant introductory skills. It is suitable for those who are facing an increasing variety of challenges with the focus to get an additional benefit from coaching within their organizations.

LOCATION: AIA Offices, Louizalaan 146, 1050 Brussels

TRAINER: Dr. Bernhard Wisleitner, CMC



Dr. Bernhard Wisleitner is Certified Management Consultant, trainer, coach and mediator. He studied law at the University of Vienna, Austria, nourished by studies in Economics.

He has held a variety of management positions on senior and chief executive level in national and international company groups. Among those were Bank Austria (now UniCredit), and GE Capital including joint-ventures with Interunfall-insurance and MAN-trucks. He also was in the legal function including international M&A-projects within the VA-Tech company-group (now Siemens) and, for more than a decade, CEO of a pension insurance for a group of liberal professionals. His consulting-specialization in training, mediation, coaching and project management began in 2004 and has grown in parallel as a result of his successful operational activities, accompanied by additional education in mediation in Vienna and Brussels, presentation skills (University of Vienna) and systemic counseling (Incite Academy).

DATE: 24 October 2016

TIME: 9:30 – 18:30

LANGUAGE: English

REGISTRATION FEE: 200 EUR (excl. VAT)

13:30 – 14:30	Introduction What is coaching – different views and types Discussion
11:00 – 11:20	Coffee break
11:20 – 13:30	Coaching-competences (ICF and others) Roles of a coach Coaching goals Steps in the coaching-process
13:30 – 14:30	Lunch break (not included in the price)
14:30 – 15:50	Necessary resources Coaching and hierarchy – practical views Coaching Questions I
15:50 – 16:10	Coffee break
16:10 – 18:30	Coaching questions II Group-work Discussion Summary and closing

REGISTRATION FORM

First Name _____ **Last Name** _____

Occupation _____ **Organization** _____

VAT number _____ **Billing address** _____

Telephone _____ **Fax** _____ / _____

Fee:

- Registration fee: 200 Euros (VAT excluded) – 50% discount for AIA members.

Email _____

Signature _____

☐ Tick this box if you are an AIA member and benefit from a 50% discount.

(Send this form to administration@arbitration-adr.org)

[Feel free to suggest future events or become partner to future events]

[For other AIA events, see: www.arbitration-adr.org/activities/?p=conference&a=upcoming]

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