



# SHERPA EXECUTIVE COACHING CERTIFICATION PROGRAM



"The Sherpa process lets people learn the difficult art of coaching, and gives them freedom to apply it in their own way. The Sherpa team blends their diverse styles to help other coaches get where they want to go."

— Marshall Goldsmith, World's leading coach

## Four easy ways to register:

Phone: +1-706-542-3537 or

800-811-6640 (toll free in the USA)

Fax: +1-706-542-7537

E-mail: [questions@georgiacenter.uga.edu](mailto:questions@georgiacenter.uga.edu)

## What You Will Learn

### Program Content

The Sherpa process involves six phases, each with comprehensive exercises, assessments, tools, and activities. The author/educators share new material and insights from their own case studies and experiences, adding depth to program content. Participants get a full immersion classroom program and 90 days of guided support for a practicum coaching client.

The fundamentals of coaching are covered in depth, including:

- Definitions: What executive coaching is, and needs to become
- Communications styles for coach and client
- What does it take to be a good coach?
- Who needs a coach?
- Why does coaching need a process?
- The Sherpa Stance: Keeping coaching professional
- What questions do I ask while I am coaching? Framing the question
- How can I tell if my client is "getting it"? How can I tell when my client is finished?

*Sherpa Executive Coaching Certification Program* will be peppered with examples from the experience of the author/instructors, adding depth to the content of the book. Demonstration assignments will guarantee that students acquire the assured ability to coach in any business environment, with clients at any management level.

Whether you're looking for a new career, or want to enhance your work as a consultant or coach, this program will help you become a top-level executive coach. Working with published experts, you will master the six-phase "Sherpa" coaching process and learn the skills and techniques necessary to enable others to achieve professional success.

### Phase I: Taking Stock

- Process Overview
- Self Discovery
- Agreement

### Phase II: Global View

- Support Mountain
- Perception
- Values
- Change Management

### Phase III: Destination

- Logistics
- Weakness Mountain
- Expectation Mountain

### Phase IV: Charting the Course

- Relational Route
- Organizational Route
- Goal Setting

### Phase V: Agenda

- Commitment
- Accountability
- Browsing the Journal
- Long Term Outlook

### Phase VI: The Summit

- Support and Sustainability
- Follow-up



The University of Georgia  
Center for Continuing Education



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## Four easy ways to register:

Phone: +1-706-542-3537 or

800-811-6640 (toll free in the USA)

Fax: +1-706-583-0180

E-mail: [questions@georgiacenter.uga.edu](mailto:questions@georgiacenter.uga.edu)

## What You Will Learn continued

### What You Will Earn

Upon your successful completion of the program requirements, you will earn:

- The designation Certified Executive Coach, granted by Sherpa Coaching, LLC
- A co-branded *Certificate of Completion* from Sherpa Coaching and the University of Georgia
- 6 University of Georgia Continuing Education Units (CEUs)

### How Your Grades Are Calculated

Evaluation and certification grades are based on attendance for at least 90% of class hours, and:

- Participation and contribution
- Path demonstration
- Quizzes, tests and homework
- Completion of practicum client coaching using Sherpa Executive Coaching Process: Includes post-course participation (phone) coaching support

*All details are subject to change without notice.*

For more information about the [Sherpa Certified Executive Coaching](#), contact [questions@georgiacenter.uga.edu](mailto:questions@georgiacenter.uga.edu) or dial +1-706-542-3537.



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