

Athletics-Coach
Core Competencies

Behavior	Series	Course Title	Course #	Approx. Duration
Budget				
Operations Management				
Coaching/Unlocking Potential				
Developing Self and Others				
Program Development				
		The Successful Facilitator		
		The Role of the Facilitator	MGMT0271	<u>5</u>
		Facilitative Fundamentals: Techniques and Tools	MGMT0272	<u>5.5</u>
		Facilitating Work Groups and Meetings	MGMT0273	<u>5</u>
		Facilitating Challenging Situations	MGMT0274	<u>5</u>
		Facilitative Formats and Tools: Offering Options	MGMT0275	<u>5</u>
		The Facilitative Leader	MGMT0276	<u>5</u>
		Finance Fundamentals for non-Finance Professionals		
		Principles of Financial Management	FIN0151	<u>4</u>
		Basics of Budgeting	FIN0152	<u>3.5</u>
		Effectively Managing Top Performers		
		Managing and Rewarding Top Performers	mgmt_01_a01_bs_enus	<u>2.5</u>
		Mentoring Essentials		
		Effective Mentoring	MGMT0251	<u>3</u>
		The Mentoring Manager	MGMT0252	<u>2.5</u>
		Coach with Confidence		
		Successful Coaching Relationships	MGMT0282	<u>7.5</u>
		Key Stages in Coaching	MGMT0283	<u>6</u>
		Coaching Skills	MGMT0284	<u>5.5</u>
		Mindsets, Emotions and Coaching	MGMT0285	<u>4</u>
		Performance Appraisal		
		Continuous Performance Assessment	MGMT0341	<u>3.5</u>
		Reviewing Performance	MGMT0342	<u>4</u>
		Business Etiquette and Professionalism		
		Etiquette for Supervisors	COMM0184	<u>3</u>
		Practical Budgeting Skills for Business		
		Creating and Analyzing an Operating Budget	FIN0161	<u>3.5</u>
		The Ins and Outs of Capital Budgeting	FIN0162	<u>3.5</u>
		Effective Budget Management	FIN0163	<u>3</u>
		Assertive Communication		
		Professional Assertiveness	COMM0171	<u>3</u>
		Assertiveness from the Inside Out	COMM0172	<u>3</u>