

Coaching Certificate for Authentic Listening

“Our philosophy is grounded in only half a language ... the power of discourse is deployed but the strength of listening is ignored. We have a culture that knows how to speak but not how to listen; so we mistake warring monologues for genuine dialogue.”

— Gemma Corradi Fiumara, *The Other Side of Language*

Why Authentic Listening?

Deep Listening is critical to coaching success, yet surveys reveal that many coaches seem confused about what it involves, or how to sustain it. And they don't know what they don't know!

Coaches: *Open your mind, deepen your practice.* Fully experience and learn this proven Listening Approach to transform your ability to receive your clients at a deep level. This is crucial for Creating Awareness!

Coach trainers: *Empower your students to transcend rote Active Listening training.* Developing your students in the art of deep listening is a gift that will enable them to open possibilities with their clients.

Create a Reliable Listening Practice

Most coaches have been taught to “Listen beyond the words.” What does this even mean? What do coaches need to authentically connect with their client's concerns? Consider these listening aspects:

- What is our intention? Where is our attention?
- How do we identify, understand and accept the impediments that undermine our listening?
- What do we practice, and how can we develop a **reliable** and **sustainable** habit?
- How do we train others to engage in deep listening?

This fully immersive program galvanizes you to create a reliable and sustainable practice of listening deeply. It promises to cultivate openness and awareness that will expand self-discovery and positively impact the way you interact with colleagues and clients.

You owe this to yourself. You owe this to the world.



Qualifications & Schedule

The Program will accept **25 students**, designed specifically for two groups:

Experienced Coaches with **200 paid hours of coaching** experience from at least **10 clients**.

Coach Trainers, program managers, and mentor-coaches involved in training and developing coaches.

The program unfolds over 11 weeks (online, via Zoom platform) on **Mondays**.

September 23, 2019, 1:00 to 3:30 pm EST

Followings sessions, **1:00 to 3:00 pm**

September 30

October 7, 14, 21, 28

November 11, 18, 25,

December 2, and 9.

www.bhavanalearning.com





Competencies & Completion

The Certificate Program focuses on five ICF Core Competencies: **Active Listening, Coaching Presence, Creating Awareness, Direct Communication, and Creating Trust & Intimacy.**

The program syllabus details our community agreements and expectations. Given the nature of this program, and the presence necessary, we require:

- **Prework** includes some brief readings, and a self-evaluation on listening.
- **Full participation** includes arriving on time, being prepared and present.
- **Attendance** at all sessions includes leaving web cameras on for each session.

We will discuss provisions for a missed session; however, a student cannot complete the program having missed more than two sessions.

The program will award
20 Core Competencies CCE's.
2.5 Resource Development* CCE's

**Resource Development includes training formerly called personal development, business development, or other skills and tools.*

**Explore our Field of Listening
Model on the next page**



Outcomes

The program's exercises, practices and material will cultivate an interdependent awareness to:

1. Learn and experience **impediments to AWARENESS** to cultivate deep listening.
2. Learn and experience **conditions to deepen TRUST** for authentic listening.
3. Learn and experience **techniques to cultivate PRESENCE** for deep listening.
4. Learn the **contemplative practices to** sustain deep listening.

Faculty

Tony V. Zampella, MSOL, and certified in Contemplative Psychotherapy. As a researcher and leadership coach since 2000, his work includes Eastern Wisdom practices & Western learning models.

Brendalyn King, MS, educator and executive coach. Brendalyn has worked with this material, coaching educators and executives since 2012.

Deadline & Payment

Deadline to register in this program is
Monday, September 9, 2019.

Program Fee **\$1800.**

Early discount **\$1500 by July 15, 2019.**

Email us at info@bhavanalg.com for info.

Or feel free to [Register at this LINK.](#)

Our Learning

We invite your full participation in three ways:

Exercises to experiment in your lives. Our exercises and surveys penetrate habits to reveal concealed aspects of your *being* and possible blind spots.

Material includes study, resources, and surveys to support learners in understanding concepts, framework, and self-evaluation of life experiences.

Practices are designed with techniques to sustain an increase in capacity for *openness*, and *acceptance*.

Field of Listening

Listening as context allows for a field within which life emerges. Such a field is governed by our *openness to change*. It expands our identity to include **three interdependent states**: *intention to expand awareness*; *openness deepen trust*, and *wholeness cultivate presence*,



each involving specific learnings and practices. With each state, we awaken, deepen, and embody listening as a field or context to transcend the *reactive self*, *competitive self*, and *fragmented self*. Each of these identities results from our socialization and impedes deep listening.

STATE	DESCRIPTION	ITEMS OF INQUIRY	PRACTICES
Intention (expand awareness)	Awaken the Field <i>to Interrupt the Reactive Self</i>	Impediments, Facts, Action, Concerns, Impact, Language, Expectations.	1) Learning to observe, 2) Practicing “coming back,” 3) Learning to “not know,” and 4) Practicing resistance training.
Openness (deepen trust)	Deepen the Field <i>to Transcend the Competitive Self</i>	Trust, Resistance, Conditions and Contexts.	5) Learning to dissolve the “problem” paradigm, 6) Practicing acceptance, and 7) Learning radical openness.
Wholeness (cultivate presence)	Embody the Field <i>to Dissolve the Fragmented Self</i>	Presence, Source Possibility.	8) Learning to “be with” possibility, and 9) Practicing granting being.

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