

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.

Coaches: *Open your mind, deepen your practice.* Fully experience and learn this proven Listening Model 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 to open possibilities with their clients.

Create a Reliable Listening Practice

Most coaches have been taught to “Listen beyond the words.” This ignores the source of listening from deep within.

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 does our listening shape our view of **Diversity, Equity, and Inclusion**?
- How do we identify, understand and accept the impediments that undermine our listening?
- How can we develop a **reliable** and **sustainable** practice?
- How do we train others in **deep listening**?

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



Qualifications & Schedule

The Program is designed for these **professionals**:

- **Experienced Coaches:** Internal Coaches, Coach Trainers, Mentor-Coaches, Coach Supervisors.
- **Learning Professionals and Executives:** Educators, Program Managers, HR Professionals, (with personal and leadership development experience).

The program unfolds over 11 weeks (online, via Zoom platform) on **Mondays** at 1:00 to 3:00 pm EST as follows:

- **Sept 21, 28 • Oct 5, 12, 19, 26**
- **Nov 9, 16, 23, 30 • Dec 7**

www.bhavanalearning.com

This fully immersive program promises to cultivate openness and expand self-discovery to positively impact the way you interact with colleagues and clients.





Competencies & Completion

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

Ask us for our program syllabus that details our community agreements and expectations. Visit our website – www.bhavanalearning.com for FAQs and Testimonials.

Given the nature of this program, we require:

- **Prework** to prepare awareness with 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.

Participants in the Coaching Certificate Listening Program strongly agree that:

- **92.7%** “The program altered how I view and interact with someone significant in my life.”
- **94.5%** “The program’s practices were critical to my development as a coach/educator.”
- **92.7%** “I would recommend this program/learning to a coach or colleague.”

The program will award
20 Core Competencies CCE’s.
2 Resource Development* CCE’s

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



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 with Western learning models.

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

Deadline & Payment

Deadline to register in this program is **Monday, September 7, 2020.**

Program Fee **\$1800.**

Early discount **\$1600 by July 03, 2020.**

Email us at info@bhavanalg.com for info.
Or feel free to [Register at this LINK.](#)



Listening is the underdeveloped asset in our leadership, culture, and organizational life. Deep Listening expands our capacity to remain open, receive concerns, perceive experiences newly, and connect deeply to others.

Our Learning

We invite your full participation in three ways:

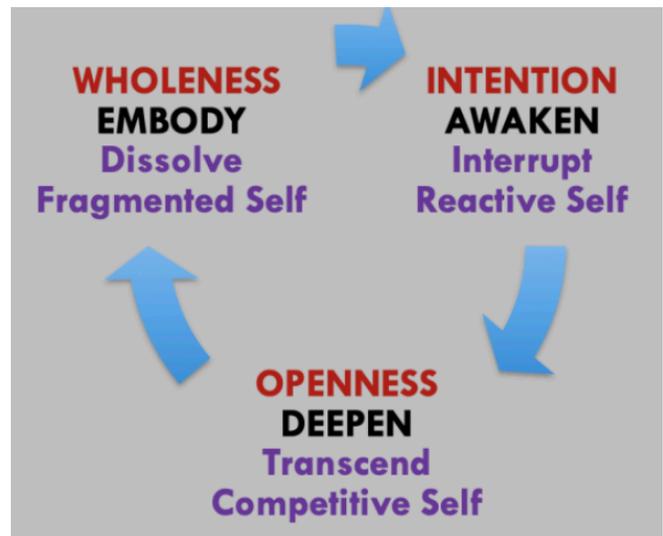
Exercises to experiment in your lives. Our surveys and exercises reveal impediments that penetrate habits to uncover concealed aspects of your *being* and possible blind spots.

Material includes study and resources to support learners in understanding concepts, and frameworks to evaluate 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 state involves specific learnings and practices. We awaken, deepen, and embody listening as a field to transcend the *reactive self*, *competitive self*, and *fragmented self*. Each of these identities results from our socialization to impede deep listening.

TESTIMONIALS

This course deepened my understanding and perspective on listening

“This class was beautifully designed to start with clarity and build upon what we were learning as we were ready to hear it. As a coach trainer, I thought I had a pretty good handle on my listening. Going through this course deepened my understanding and perspective on listening in a way that is transforming both how I teach and how I coach. It’s a challenging course, which makes it all the more valuable.” — **Kathy Harman, MCC; Co-Director of Training, SUN Coach Training**

I have a plan for mastering Authentic Listening

“I have received continuous training in Ontological Coaching for over 15 years, and also have trained and mentored students for 10+ years and still found this course of great value. I now have new practices and ways (language and concepts) to support students and my clients. More than that, I have a plan for mastering Authentic Listening.” — **Carol Harris-Fike; NCO, PCC, Newfield Mentor Coach, Principal of CHF Coaching & Consulting, LLC**



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Bhavana Learning Group works with
coaches and learning professionals
to manage the human side of change
by bringing wisdom to learning.