

Foundational Coach Training Draft

Buffalo State, Sept. 10, 11, 14, 16, & 18, 2020

Join via Computer

Link to the [coaching manual](#) and [desk reference](#)

Thursday, Sept. 10th

10:00-11:00

Introductions and Expectations

Description: This is a brief introductory session during which the agenda will be shared, expectations for set, and introductions made

11:00-12:00

Overview of InsideTrack Coaching Methodology Part 1

Learning Objective: Familiarity with InsideTrack coaching model components – what they are, how they work, and why they are important

Description: This session is an overview of our coaching model: the techniques, skills, and areas on which to focus as you talk with students

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12:00-1:00

Lunch

1:00-2:00

Overview of InsideTrack Coaching Methodology Part 2

2:00-3:00

The Non-Cognitive Development of Students

Learning Objective: Understand how to think about your students through the KSAB Model

Description: Knowledge, skills, attitudes and beliefs are the building blocks of student success. We look at what makes your students tick and the characteristics (cognitive, non-cognitive, and meta-cognitive) that will help them make it to graduation.

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Friday, Sept. 11th

10:00-10:30 **Review and Coaching**

10:30-12:00 **The Five Elements of Coaching Part 1**

Learning Objective: Learn and practice each of the five skills needed to successfully integrate coaching into your student interactions

Description: Insidetrack coaching uses five core skills to maximize impact: building relationships, assessing, advancing, building motivation, and strategizing

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12:00-1:00 **Lunch**

1:00-3:00 **The Five Elements of Coaching Part 2**

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Monday, Sept. 14th

10:00-10:15 **Review**

Description: We will use this time to reflect on prior training and takeaways.

10:15-12:00 **The Focus Areas**

Learning Objective: Use a holistic model to understand a student's situation, looking at eight areas needed for long term success at school

Description: The Focus Areas help you focus strategically, uncover obstacles to student success, and prioritize next steps

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12:00-1:00 **Lunch**

1:00-2:00 **Effective Listening**

Learning Objective: Build trust and credibility through listening

Description: Listening is a difficult skill to master and the most essential for effectively applying coaching skills.

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2:00-3:00

Transparency: Role Clarity & Transitions

Learning Objective: Increase ability to stay in role and clearly facilitate meetings.

Description: Make sure your student is clear on what your role is and isn't. Learn how to describe who you are and what you are doing so your student feels comfortable and included in the meeting.

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Thursday, September 17

10:00-10:15

Review

Description: We will use this time to reflect on prior training and takeaways.

10:15-12:00

The Coaching Structure: Ice Cream Cone Part 1

Learning Objective: Apply a coaching map to organize and facilitate student meetings

Description: Learn a framework to facilitate effective coaching conversations, including framing, assessing, advancing, and summarizing your student interactions to offer consistent value and impact

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12:00-1:00

Lunch

1:00-3:00

The Coaching Structure: Ice Cream Cone Part 2

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Friday, September 18

10:00-10:15

Review

Description: We will use this time to reflect on prior training and takeaways.

10:15-11:15

Managing Upset Students: The CLEAR Framework

Learning Objective: Tactically manage a student's objections in order to balance student needs and institutional goals

Description: Meeting a student's objections can be tough. By learning this easy framework called "CLEAR", you will be prepared to engage with any student, no matter what the objection is.

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11:15-12:00

Finding Core Values to Build Lasting Student Motivation

Learning Objective: Understand that by finding the student's core values behind going to school, you will be able to effectively build motivation

Description: Learn why finding core values is beneficial, what values sounds like coming from a student, and how to uncover these in your meetings

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12:00-1:00

Lunch

1:00-3:00

Putting It All Together: Role Plays

Learning Objective: Apply the coaching skills and framework while practicing student meetings

Description: Through role plays, participants will practice the skills they have learned over the previous three days

[Desk reference](#)