

Athletics - Coach  
Core Competencies

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