Vocational Graduate Diploma of Ontological Coaching

Newfield Institute

Observing *differently*

Newfield Institute

VOCATIONAL GRADUATE DIPLOMA OF ONTOLOGICAL COACHING
(National Code 30662QLD)

OVERVIEW

The **Vocational Graduate Diploma of Ontological Coaching** is the most in-depth and comprehensive coach training program available in the Asia Pacific region.

Nationally Recognised Training

Ontological Coaching is an extraordinarily powerful methodology for effecting real change at the individual, team and organisational level. It is highly effective because it is based on a new practical understanding of the power of language, moods and conversations for behavioural and cultural change. As such, the Graduate Diploma is relevant to the professional fields of coaching, organisational consulting, management and leadership.

Coaching is not something that is learned in a few months. Like any profession, it requires a curriculum that gradually builds key competences that are acquired through extensive experience and supervised practice. The Vocational Graduate Diploma of Ontological Coaching is a three-semester program that enables the development of full professional competence.

The Graduate Diploma is designed for those seeking both personal and professional mastery in their lives. Participants are able to integrate major advances in understanding the nature of human existence and co-existence into their personal and professional lives, as the necessary experiential basis for professional coaching. They are able to simultaneously experience significant personal and professional development, along with the development of substantive coaching competence.

The learning context is highly interactive and experiential. Full advantage is taken of the richness and depth of learning that occurs in face-to-face interactions. This is supplemented by phone conversations and email exchange. Each participant is deeply respected as a learner who brings a diversity of skills and experiences to the course. Full support is provided to ensure that learning opportunities in the program are maximised.

Newfield Institute delivers the Vocational Graduate Diploma of Ontological Coaching on behalf of the Registered Training Organisation Mercycare Training (RTO No. 5111)

INTRODUCING A UNIQUE AND POWERFUL APPROACH TO LEARNING AND COACHING

In a world of increasing complexity and uncertainty, generated by what seems like relentless and accelerating change, coping effectively and living a meaningful life have become central issues in our everyday existence. Dealing with these issues requires learning and addressing a critical question: **"What learning is necessary to live and work well?"**

Ontological coaches are skilful facilitators of profound learning that generates genuine transformation and more powerful and constructive ways of engaging with different aspects of life and work.

Ontological Coaching focuses on our **Way of Being**, which is a dynamic interrelationship between three areas of human existence – **language, emotions and body.** Way of Being contains our often deep-seated perceptions and attitudes and is the underlying driver of our behaviour and communication. Ontological Coaching has a holistic orientation that respectfully generates learning in all three areas of language, emotions and body as the catalyst for substantive and sustainable change.

This program will assist coaches, leaders and business consultants to develop a uniquely powerful way of observing and working with organisations. An organisation is seen as a network of conversations, relationships and commitments. How well people converse, relate, and manage their commitments, has a major bearing on performance and productivity. Leadership and management effectiveness is fundamentally about conversations and relationships. Shifts in Way of Being, individually and collectively, underpin the enhancement of conversational and relational competence, and are central to improved work practices, cultural change and lasting organisational transformation.

WAY OF BEING

HOW YOU WILL BENEFIT FROM THIS PROGRAM

The distinctions provided in the Vocational Graduate Diploma of Ontological Coaching will enable you to become a more powerful observer of yourself and others. You will acquire a new set of concepts and competences for working with individuals and teams. These will enable you to observe the continuous interrelationship between how people speak, listen and converse with each other, their moods and the language of their bodies. These new ways of observing will enable you to open up possibilities for others which, even though were there before them, they could not see.

On successful completion of the program, you will be able to:

- Coach to a high level of competence across a wide range of personal, professional and organisational issues, and at a deeper level than is available in other coaching programs
- Facilitate and consult with organisations in ways that result in improved productivity, collaboration and trust
- Lead authentically with greater influence and impact
- Greatly increase your ability and capacity for masterful living and action
- Develop more constructive and mutually fulfilling relationships in both your personal and professional life

As a graduate of the program, you will also be eligible to become part of an Australia-wide network of ontological practitioners working as Executive Coaches and Organisational Consultants and experience the benefits of continual professional learning, support and business opportunities.

WHO WILL BENEFIT FROM ATTENDING THIS PROGRAM?

The Vocational Graduate Diploma of Ontological Coaching is highly applicable for:

- Existing and aspiring coaches
- Organisational consultants, leaders and managers
- Professionals operating in highly people-focused environments
- Individuals interested in substantive personal development

GOVERNMENT ACCREDITED QUALIFICATION

Nationally Recognised Training

Upon completion of the program you will achieve the nationally accredited Vocational Graduate Diploma of Ontological Coaching (30662QLD) and be eligible to participate in Newfield Institute's Advanced Ontological Practitioner Program.

ICF ACCREDITATION

Graduating from the program fulfils the coach training component for Master Certified Coach accreditation with the International Coach Federation.

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PROGRAM CONTENT

The Vocational Graduate Diploma of Ontological Coaching is conducted over three progressive levels. By fully engaging in the course, participants will embody key ontological distinctions to substantially enhance their own lives, and apply them with increased competence in coaching conversations.

LEVEL I: THE LINGUISTIC BASIS OF ONTOLOGICAL COACHING

This level focuses on learning to utilise a new understanding of language in everyday interactions and coaching. Although the primary focus is on language and the application of specific linguistic tools, there is a continual integration with the domains of emotions and body.

At the end of Level 1 you will be able to:

- Understand the conceptual framework and principles of Ontological Coaching
- Apply a different and deeper approach to the role of listening in coaching
- Understand how specific linguistic actions shape reality and how they are used effectively in coaching to shift behaviour
- Ask powerful questions that shift the client's perspectives, and create new possibilities for living, working and learning
- Utilise powerful conversational strategies for dealing with change
- Apply the ethics of Ontological Coaching to generate deep trust and rapport

LEVEL 2: EMOTIONAL LEARNING AND ONTOLOGICAL COACHING

Humans are much more than rational beings. Equally important, if not more so, we are emotional beings. Neuroscience shows that emotional experiences have a powerful impact on human behaviour and communication. Being able to coach competently in the emotional sphere is an integral part of being an ontological coach. This requires participants to engage in emotional learning.

At the end of Level 2 you will be able to:

- Understand the pivotal role of moods and emotions in coaching for deep and sustainable change
- Recognise, work with and shift the ways moods and emotions impact on communication, behaviour and performance
- Observe and work with the interconnection between basic moods, body posture and language
- Provide clients with strategies to manage their moods and emotions
- Ensure you are in the most appropriate emotional frame for coaching
- Understand the connection between emotions, energy and health, and their link to coaching

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LEVEL 3: THE PROFESSIONAL PRACTICE OF ONTOLOGICAL COACHING

Level 3 is about consolidating and extending the distinctions and competences learned in the previous two levels. In addition, a deeper practical appreciation of the role of the body in Ontological Coaching is developed, along with the application of an ontological framework for organisational consulting.

At the end of Level 3 you will be able to:

- Understand and apply the framework and principles of Ontological Coaching
- Coach effectively in all three areas of language, emotions and body
- Engage in effective self coaching to generate learning and change
- Build your identity as an ontological practitioner and be clear about post-course applications
- Understand the application of the ontological framework to generate organisational improvement and cultural change

In addition to participants coaching each other throughout the program, each participant will be required to conduct at least 8 coaching conversations with people outside the course during Level 3. Participants report on these conversations and their coaching clients submit evaluation forms to course leaders/ mentor coaches.

PROGRAM STRUCTURE

Full advantage is taken of the richness and depth of learning that occurs in face-to-face interactions. Participant learning and engagement in the 18-month program consists of the following:

- A total of 29 intensive and experiential workshop days with program leaders
- Participation in study groups conducted on a fortnightly basis
- Individual assignment work
- Participation in at least 55 supervised coaching conversations throughout the program

Each participant will be assigned a Mentor Coach to provide ongoing support, which includes coaching.

An average of 6-8 hours per week is required to engage comprehensively in the course to maximise learning.

ASSESSMENT

There are five main areas of assessment required to complete the program:

- Attendance at national conferences and regional workshops
- Completion of structured assignments
- Study group participation
- Development and delivery of two public workshops
- Competence in coaching interactions

Whilst participants are encouraged to keep up to date with assignments, it is recognised that commitments outside the program may not always make this possible. The flexible nature of the program means that a suitable time frame for assignment submission can be negotiated whilst ensuring continued progress towards coaching competence.

WHAT OUR GRADUATES SAY ABOUT THE PROGRAM

"After comprehensive research about what's on offer in the world of coaching, I identified the Diploma as far and away the most advanced coaching course available in this country, if not the world. Ontology is at the cutting edge – a truly transformational approach. If you want to do coach training that is satisfyingly deep and rigorous, this is the course to do."
Philip Crockford
Principal
Kinectix Pty Ltd, Brisbane

"I couldn't recommend this course highly enough to anyone who wants to learn and apply a rigorous and in-depth body of knowledge about human behaviour. For coaches, I think it's unsurpassed in what you will be able to offer clients. For managers, it offers insights that get to the heart of organisational issues and performance, and strategies for dealing with them. And for anyone wanting to learn more about themselves, it's incredibly powerful."
Mark Raymond
Senior Marketing Manager
Blake Dawson, Melbourne

"As an Executive Coach in a large Government Department the Diploma has provided me with the capability and expertise to successfully and effectively coach hundreds of senior leaders in the last 6 years. I highly recommend it."
Sue Harper
Executive Coach
Federal Government Department, Melbourne

"If I'd known about the Diploma before I completed an MBA, I would've chosen to do the Diploma first. Why? Because it speaks to the very core of what it is to be human, and without better understanding and observing our own human condition, how can we seek to understand and influence others both in our personal lives and as leaders in organisations. The learning never stops, because the Diploma journey changes the way you learn and observe in everyday life."
Ben Sheppard
Learning and Development Coordinator
Local Government Authority, Queensland

"The structure of the program has worked extremely well for me. It is an excellent mix of learning by watching excellent role models, learning by studying, discussion and, best of all, teaching the material through audience sessions and the public workshops. By far the best approach that I have yet experienced. I have enjoyed every aspect of the course. I feel supported, encouraged and cared for as a person and this has provided the opportunity to learn and grow in a safe space."
John McIntosh
Director
McIntosh Consulting, Melbourne

More testimonials from previous participants can be found on the website (www.newfieldinstitute.com.au). Past participants are also available for personal conversations to speak first hand of their experiences of doing the program and applying their learning.

ABOUT NEWFIELD INSTITUTE

Newfield Institute is an international educational, research, coaching and consulting company, specialising in the application of Ontology for:

- Coach Training
- Executive Coaching
- Organisational Consulting

Ontology is an in-depth framework that gets to the heart of how people function, learn and change. Based on an advanced practical understanding of the power of language, moods and conversations Ontology is the new knowledge for genuine individual and organisational transformation. Application of the methodology generates profound learning for sustainable behavioural and cultural change

Whilst there is a substantial intellectual foundation to Ontological Coaching, Newfield Institute's coach training programs are highly practical, experiential and 'hands on'. Since 1996, the Institute has trained over 1,000 professionals through their public programs.

Newfield Institute operates in Australia and the Asia-Pacific region. Client organisations include: ANZ Bank, CSIRO, Gold Coast City Council, Jemena, Queensland Department of Natural Resources and Water, Shangri-La Hotels, Victorian Department of Treasury and Finance, Victorian Department of Planning and Community Development.

COACHING TO THE HUMAN SOUL

ONTOLOGICAL COACHING AND DEEP CHANGE
VOLUMES I AND II
BY ALAN SIELER

Alan Sieler's pioneering work in providing a written articulation of the essence of Ontological Coaching is internationally recognised. His two **Coaching to the Human Soul** publications are being used in organisational development in such corporations as NASA, Hewlett Packard and Intel. Both books are also being used in coaching and leadership programs in universities in the United States, South Africa and Australia, as well as other coach training courses

"Theory without practice is foolish, practice without theory is dangerous."
Ancient Chinese Philosophy

PROGRAM LEADERS AND MASTER COACHES

ALAN SIELER

Alan is the founder and Director of Newfield Institute. As a world leader in ontological coaching he has written extensively on the relevance of Ontology to living, working, learning and coaching. His professional experience in education, training and consulting is extensive, having worked with multinational corporations and national organisations from Australia, New Zealand, Hong Kong, Singapore, the United States and South Africa. Alan focuses on the communication processes that build a collaborative and high performance organisational culture. His work as a consultant, workshop leader and executive coach is solidly grounded and highly engaging.

TONY CAREW

As a successful executive coach and organisational business improvement consultant, Tony has extensive experience in using ontological coaching to generate significant change for leaders, managers and teams. His passion, insight and skilled coaching empower participants to put their learnings from the Vocational Graduate Diploma of Ontological Coaching to immediate use.

SUPPORT COACHES

Other accredited Ontological Coaches will also be assisting in different sections of the program.

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PROGRAM SCHEDULE 2012/2013

The Vocational Graduate Diploma of Ontological Coaching is a three-semester program spanning 18 months. Participants work through three consecutive levels (semesters) to complete the program requirements.

A new Diploma commences each July. The 2012/2013 dates for the three levels (semesters) are:

Level 1: 19 July – 9 December 2012
Level 2: 7 February – 28 June 2013
Level 3: 15 August – 8 December 2013

The program is built around 11 national conferences and regional workshops totalling 28 face-to-face days. Participants will also work through course material individually and in small learning groups.

The national conferences are held in Melbourne. The regional workshops are conducted in the participants' own state. Dates for the Melbourne-based conferences for the 2012/2013 program are:

Level 1: Opening Conference
19 – 22 July, 2012

Level 2: Opening Conference
7 – 10 February, 2013

Level 3: Opening Conference
15 – 18 August, 2013

Level 3: Closing Conference
6 – 8 December, 2013

All dates for regional-based workshops are established well in advance.

PROGRAM FEES FOR 2012/2013:

	STANDARD FEES	EARLY BIRD FEES
Level 1	$5,345	$4,810 (payable in full by 5 July, 2012)
Level 2	$5,345	$4,810 (payable in full by 24 January, 2013)
Level 3	$5,345	$4,810 (payable in full by 1 August, 2013)
Complete Program	$15,995	$13,595 (payable in full by 21 June, 2012)

10% Early Bird discount – payment per level
15% Early Bird discount – payment in full for complete program
Pricing includes 10% GST

REGISTRATION FEE AND CANCELLATION POLICY:

- To reserve your place on the program, a $1,500 deposit must accompany your registration.
- This deposit is refundable only if written notification of cancellation is received 14 days prior to the start of the program.
- Cancellations notified in writing up to 14 days prior to the start of the program will be refunded in full.
- Substitute delegates are acceptable or enrolment may be transferred to the next Vocational Graduate Diploma of Ontological Coaching which will commence in July 2013.

FOR FURTHER INFORMATION, PLEASE CONTACT:

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ENROLMENT FORM
VOCATIONAL GRADUATE DIPLOMA OF ONTOLOGICAL COACHING
2012 INTAKE

Newfield Institute

PLEASE RETURN COMPLETED ENROLMENT FORM BY MAIL TO:

Newfield Institute Pty Ltd, 7 Rigani Court, Blackburn, Victoria 3130 Australia OR FAX TO: +613 9878 0394

Name: _____

Address: _____

Suburb: _____

State: _____

Postcode: _____

Home Phone: _____

Work Phone: _____

Mobile: _____

Fax: _____

Email: _____

We look forward to learning and working together.

www.newfieldinstitute.com.au

I wish to pay (please tick)
Pricing includes 10% GST

[ ] **LEVEL 1:** $5,345
[ ] **LEVEL 1** (EARLY BIRD): $4,810
[ ] **COMPLETE PROGRAM:** $15,995
[ ] **COMPLETE PROGRAM** (EARLY BIRD): $13,595
[ ] **DEPOSIT ONLY:** $1,500

Please note that a $1,500 deposit **must** accompany your enrolment

I enclose payment of $_____

PAYMENT METHOD (please tick)

[ ] Visa
[ ] Mastercard
[ ] Bank Transfer
[ ] Cheque

Credit Card No: _____

Name: _____

Expiry Date: _____

Amount: $ _____

Cardholder Signature:

_____

Bank Transfer: Newfield Institute Pty Ltd
Bank: Westpac
BSB: 033-172
Account No: 172432
Cheques made payable to: 'Newfield Institute Pty Ltd'

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