



ONLINE COACHING PROGRAM

CAREER UPGRADE FROM TECHNICAL TO MANAGEMENT

- FOR WHO? –** Professionals, graduates from technical careers with 3-10 years of experience, looking to reinvent themselves and get an upgrade in a management role, increasing their income by 20-30% over a year.
- GOAL OF THE PACKAGE –** The coaching program is 100% practical and formulated to provide technical professionals with exhaustive knowledge and tools about managerial and commercial skills to pursue and succeed in high-executive roles in or outside the organization.
- STRUCTURE –** 4 modules
- WHAT IS INCLUDED?**
- 18 online coaching sessions (18h)
 - 20 different frameworks
 - Introduction meeting free of charge
 - DISC assessment and debrief
 - Complementary readings
 - Complimentary commercial toolkits
 - Live support via WhatsApp





DETAILED COACHING PLAN - CAREER UPGRADE FROM TECHNICAL TO MANAGEMENT

Week		Coaching Session
Week 0		Introduction
MODULE I. YOUR RE-DISCOVERY		
Week 1	CSO1	Core values
Week 2	CSO2	Personal SWOT
Week 3	CSO3	Ideal future (Personal vision & mission)
Week 4	CSO4	Delegation and time management
Week 5	CSO5	Goals & objectives, Milestones and motivation statement
Week 6	CSO6	Priorities & missing skills
MODULE II. PATH DISCOVERY		
Week 8	CSO7	Personality – DISC debrief
Week 9	CSO8	Powerbase and internal politics
Week 10	CSO9	Personal branding and value proposition
Week 11	CSO10	Influencing & effective communication





MODULE III. PATH EXECUTION		
Week 13	CSO11	Management of conflicts & overcoming restrictions
Week 14	CSO12	Negotiations + Role-play exercise
Week 15	CSO13	Commercial & managerial skills
Week 16	CSO14	Decision-making process
MODULE IV. YOUR REINVENTION		
Week 17	CSO15	Introducing a role that doesn't exist or looking for a new role
Week 18	CSO16	Moving to a new location
Week 19	CSO17	Bridge from old to a new role (transitions)
Week 20	CSO18	Wrap-up, action plan, goals evaluation

