



## 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?**
- 16 online coaching sessions (16h)
  - 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
<b>MODULE I. YOUR RE-DISCOVERY</b>		
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
<b>MODULE II. PATH DISCOVERY</b>		
Week 6	CSO6	Personality – DISC debrief
Week 8	CSO7	Powerbase and internal politics
Week 10	CSO8	Personal branding and value proposition
Week 12	CSO9	Influencing & effective communication, management of conflict





# Perfect Tulip - Executive Coaching

Reach your full potential | Deliver impact

MODULE III. PATH EXECUTION		
Week 14	CSO10	Negotiations + Role-play exercise
Week 16	CSO11	Commercial & managerial skills
Week 18	CSO12	Decision-making process
MODULE IV. YOUR REINVENTION		
Week 20	CSO13	Introducing a role that doesn't exist or looking for a new role
Week 22	CSO14	Moving to a new location
Week 24	CSO15	Bridge from old to a new role (transitions)
Week 25	CSO16	Wrap-up, action plan, goals evaluation



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## CAREER UPGRADE FROM TECHNICAL TO MANAGEMENT PROGRAM PATH

