
CLC302 - 3 credits

Christian Entrepreneurship Life Coaching

Description

The main goal of this course is to equip you with the tools you need to master the skills of coaching entrepreneurs. Whether you are a business owner, ministry leader, or planning on starting your own coaching practice for entrepreneurs, you will learn practical steps on how to make your coaching effective and successful. You will learn how to delegate, motivate and build a team that works together to achieve a set goal.

You will develop your awareness of how to help your clients achieve their goals and improve their self-confidence, relationships, communication skills, and balance their work-life. This course will also help and develop you in the areas of leadership, management, and operations. The course training will not only give you the skills you need to be an entrepreneurship coach but you will learn how to overcome obstacles and increase your business revenue.

Course Texts

Coaching For Entrepreneurs by The International Association of Professional Life Coaches, compiled by Jeannette Koczela

University of Success by Og Mandino

The Prosperous Coach by Steve Chandler and Rich Litvin

Course Objectives

- You will quote each of the following Scriptures:
 - ✓ Matthew 6:30-32
 - ✓ Isaiah 32:8
 - ✓ Philippians 2: 12-13
 - ✓ John 15:15
 - ✓ Mark 10:21a
 - ✓ Psalm 16:5, 6
- You will discuss ways coaches can help entrepreneurs.
- You will know how entrepreneurial coaching relies on motivational interviewing.
- You will learn how to look at entrepreneurship from three perspectives.
- You will list coaching questions regarding leadership, management and operations.
- You will define the meaning of entrepreneur.
- You will list some signs of imbalance.
- You will discuss how coaches can help entrepreneurs find balance.
- You will list the essential skills often absent in entrepreneurs.
- You will define the meaning of branding.
- You will learn the necessary elements needed to develop and maintain your brand.
- You will state the eight vital connections.
- You will identify the obstacles that can make you give up on your dreams.
- You will state how coaching and counseling differ.

- You will learn the steps to creating a strong foundation for your coaching business.
- You will state the different ways to use non-verbal communication effectively.
- You will explain the different ways to use your voice more effectively.
- You will discuss the different ways to show you are listening to your coachee.
- You will list the myths of coaching.
- You will learn how to match your style of interaction with the coachee's readiness.
- You will list the golden rules of motivation.
- You will name the four cultural dimensions.
- You will discuss the checklist for setting better goals.
- You will name the seven types of mentoring assistance.
- You will discuss how the coach can provide ongoing guidance.
- You will discuss what a tool is and how it helps you to achieve your goals.
- You will list five ways to move toward opportunity.
- You will state how to break down a goal into easy steps to increase success.
- You will discuss at least four ways to aid in making the most of your memory.
- You will discuss health habits that can be changed to lessen excessive tension.
- You will state the definition of a goal and plan.
- You will discuss how goals are related to plans.

Course Requirements:

NOTE: Save your answers into a digital document to be emailed to your instructor. Use Microsoft Word, Google Docs, any other word processor or even just save it as an email draft or in the Notes application of your mobile device. Handwritten work will be not be accepted without prior approval from your instructor.

1. Completely read *Coaching for Entrepreneurs* (CFE) by The International Association of Professional Life Coaches, answering all questions found in the text as well as the discussion and application questions given here in your Student Syllabus. These answers will be submitted to your instructor for grading in Lesson 7.
2. Prayerfully read *University of Success* (UOS) by Og Mandino, answering all the questions found in your Student Syllabus. These answers will be submitted to your instructor for grading in Lesson 11.
3. Completely read *The Prosperous Coach* (TPC) by Steve Chandler and Rich Litvin. You can start reading this book at your own pace throughout the course making sure you complete all the exercises by Lesson 12. There are some words that may not be appropriate, use your discretion to focus on the positive information and practical steps of learning how to be a successful coach as taught in the text. Write a 2 - 3 pages typewritten report on what you have learned from the text, include the following in your report:
 - a. How to be a fearless coach
 - b. How you plan to build your clientele
 - c. How you will be using what you have learned from the text in your coaching practice/ministry
 - d. What God said to you in your journaling time on what you have learned from this text.

4. Final paper: Write a paper discussing how your life has been impacted through the course. Include some of your journaling on what God told you throughout the course. What new revelation on Life Coaching did you receive through the course? This paper is to be a minimum of 3 - 4 typewritten pages and is due in Lesson 12. You must receive at least a “B” on this paper. This report will be submitted to your instructor at the end of Lesson 12.

Standards for Grading Assignments

As indicated below, “C” or 2.0 level work is considered average. **Leaders are not average people.** You are therefore expected (required) to put forth the effort necessary to demonstrate at least “B” (3.0) level work or higher on all assignments which you submit. Any which do not will be returned to you with input from your instructor on how you can raise your grade to the expected level. **A course grade will not be given until your assignments demonstrate that you have understood the material presented in the course and allowed your life to be transformed by the Spirit and the Word studied** — the requirements for attaining a “B”.

Your individual assignments (notebooks, tests, reports) will be graded according to the following standards. These grades will be averaged together to determine your course grade. Remember, we are training leaders and leaders are above-average people. Your work will reflect that.

- “D”
 - Indicates barely passing work that is inferior to the average both in quantity and in quality.
 - Manifests a lack of initiative or sense of responsibility or both.
- “C”
 - Average work; either steady work of an acceptable quality, or work of a high quality which is uneven, irregular or fragmentary.
 - May be mechanically or outwardly correct but shows little reflection upon or personal assimilation of the material.
- “B”
 - Intelligently has fulfilled the requirements of this course.
 - Understands the subject matter presented and has applied it to his life in a limited manner but has not really made the truths his own.
- “A”
 - Grasped the material with thoroughness, industry and correctness of detail.
 - Made the material his own by thinking about it and integrating it, using originality, natural ability, and insight.

Lesson One

Assignment to be completed:

NOTE: Save your answers into a digital document to be emailed to your instructor. Use Microsoft Word, Google Docs, any other word processor or even just save it as an email draft or in the Notes application of your mobile device. Handwritten work will be not be accepted without prior approval from your instructor.

Read the Forward, & Chapters 1- 2 (pages 7- 46) from the text *Coaching For Entrepreneurs* by The International Association of Professional Life Coaches, compiled by Jeannette Koczela.

Read the Introduction and lessons (chapters) 1- 5 of *University of Success* by Og Mandino.

Start reading *The Prosperous Coach* by Steve Chandler and Rich Litvin at your own pace, journaling on what the Lord is saying to you through the text according to Course Requirement #3.

Memorize Matthew 6:30-32:

“Now if God so clothes the grass of the field, which today is, and tomorrow is thrown into the oven, will He not much more clothe you, O you of little faith? Therefore do not worry, saying, ‘What shall we eat?’ or ‘What shall we drink?’ or ‘What shall we wear?’ For after all these things the Gentiles seek. For your heavenly Father knows that you need all these things.”

Complete the exercises in your text as well as the discussion and application questions given here in your Student Notebook for Lesson One. This information will be turned in to your instructor for grading.

Complete and correct Self-Test One.

Subjects to be explored:

Why entrepreneurs need coaching

How coaches help entrepreneurs improve their bottom line

Asking versus coaching

Feedback

How to conquer the ten most common causes of failure

Related objectives:

- You will learn how coaches can help entrepreneurs.
- You will review the role of the coach in coaching the entrepreneur.
- You will discuss how entrepreneurial coaching relies on motivational interviewing.
- You will state the sample questions regarding leadership, management and operations in coaching the entrepreneur.
- You will know the meaning of a successful entrepreneur.
- You will review the secrets of excellent coaching.
- You will learn ten stumbling blocks which result in failure.

Exercises

1. Discuss the ten ways that coaches can help entrepreneurs.
2. Discuss how entrepreneurial coaching relies on motivational interview.
3. What is the coach's role in the life of the coachee?
4. List the three perspectives by which you should look at entrepreneurship.
5. Who is a successful entrepreneur?
6. Write out Matthew 6:30-32.
7. Ask the Lord with two-way journaling if there is anything He wants to say to you about how personal success comes from within.
8. Ask the Lord with two-way journaling if there is anything He wants to say to you about each of the ten stumbling blocks of failure.

Self-Test

NOTE: *These Self-Tests are designed to clarify and reinforce the lesson objectives. They may be done with open book, if necessary.*

1. What is the coach's role in the life of the coachee?
 - A.
 - B.
 - C.
 - D.
 - E.
2. A successful entrepreneur is: A self-starter _____
from the _____; writes his/her own paycheck;
_____.
3. List ten ways that coaches can help entrepreneurs.
 - A.
 - B.
 - C.
 - D.
 - E.
 - F.
 - G.
 - H.
 - I.
 - J.
4. Write out Matthew 6:30-32.
5. List the three perspectives by which you should look at entrepreneurship.
 - A.
 - B.
 - C.

6. Success, if it is to be meaningful, is a _____ thing. It varies from individual to individual as _____ varies. Our personal success must exist on the _____ if it is going to exist at all. [University of Success, chapter (lesson) two]
7. Name the ten stumbling blocks that can lead to failure as discussed by Og Mandinos in the University of Success in chapter (lesson) five.
- A.
 - B.
 - C.
 - D.
 - E.
 - F.
 - G.
 - H.
 - I.
 - J.

Answers to Self-Test

1. What is the coach's role in the life of the coachee?
 - A. Using open questions;
 - B. reflections;
 - C. summary statements to help the entrepreneur set goals;
 - D. understand themselves better;
 - E. use their strengths to reach those goals.

2. A successful entrepreneur is: A self-starter who starts the business from the ground up; writes his/her own paycheck; in control of the business and how it operates.

3. List ten ways that coaches can help entrepreneurs.
 - A. Help you identify and focus on what's most important;
 - B. point out your blind spots;
 - C. gain a competitive edge;
 - D. advance your personal growth;
 - E. save time and money;
 - F. make you accountable;
 - G. set value – oriented goals;
 - H. become more effective and
 - I. influential with others;
 - J. make more money in your business.

4. Write out Matthew 6:30-32 “Now if God so clothes the grass of the field, which today is, and tomorrow is thrown into the oven, will He not much more clothe you, O you of little faith? Therefore do not worry, saying, ‘What shall we eat?’ or ‘What shall we drink?’ or ‘What shall we wear?’ For after all these things the Gentiles seek. For your heavenly Father knows that you need all these things.”

5. List the three perspectives by which you should look at entrepreneurship.
 - A. Leadership;
 - B. management;
 - C. operations

6. Success, if it is to be meaningful, is a personal thing. It varies from individual to individual as personality varies. Our personal success must exist on the inside if it is going to exist at all. [University of Success, chapter (lesson) two]

7. Name the ten stumbling blocks that can lead to failure as discussed by Og Mandinos in the University of Success in chapter (lesson) five.
 - A. age-old trick of blaming
 - B. the tendency to blame oneself
 - C. having no goals
 - D. choosing the wrong goals
 - E. taking too many short cuts (not practicing or developing skill sets, for example; or taking the road of least resistance)
 - F. taking the longest way all the time (need balance)
 - G. neglecting the little things
 - H. quitting too soon
 - I. burdens of the past getting in our way
 - J. the illusion of success