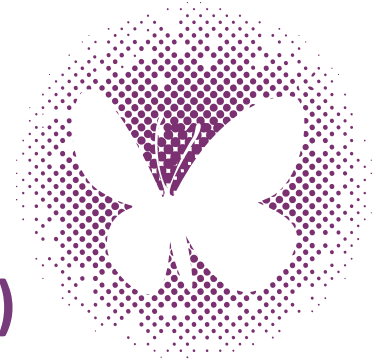


Client Case Study:

European Summer School for Advanced Management (ESSAM2022)



Coaching Skills for Developing an Entrepreneurial Mindset

We were delighted to have been commissioned to deliver a core module “Coaching skills for individuals with entrepreneurial mindsets” for the European Summer School for Advanced Management #ESSAM2022

This commission involved group coaching and action learning over four days for a highly motivated cohort of International MBA students. Over 35 participants took part from Adam Smith Business School, University of South Australia Business School, Loughborough University School of Business & Economics and Newcastle University Business School.

The underlying assumption for this course was that developing coaching skills are critical competencies required in the professional manager who may also function as an entrepreneur within a corporate setting or for their own business.

The objectives for the course were:

- **To have participants think and work introspectively so as to craft their entrepreneurial mindset.**
- **To enable participants to develop their own coaching leadership style.**
- **To enable participants to work with coaching methods with confidence.**
- **To enable participants to evaluate applied coaching methodologies on leadership development.**
- **To enable participants to experiment with alternative coaching models that help to model one’s entrepreneurial mindset.**
- **To develop participants individual understandings and perspectives regards coaching approaches related to developing an entrepreneurial mindset.**

The content of this course was designed to expand participants awareness of their coaching talents and how these may be applied to professional leadership and positive identity growth and specially to develop the mindset of an entrepreneur. It is now widely recognised that leaders in organisations also need to be able to operate with an entrepreneurial mindset.