



DEFENSE ACQUISITION UNIVERSITY

ACQ 453 Leader as Coach

140113

Course Learning/Performance Objectives followed by its enabling learning objectives on separate lines if specified.

1	<p>The student will be able to create the commitment to personal reinvention based on the changing acquisition environment</p> <p>Define and explain the need for coaching in the acquisition environment</p> <p>Make the connection between developing as a leader and achieving the goals of your organization</p> <p>Differentiate between coaching and other supervisory/leadership skills, such as mentoring</p> <p>Create a learning environment that optimizes reflective and effective learning</p>
2	<p>The student will be able to develop and demonstrate powerful coaching skills</p> <p>Demonstrate effective listening and dialog skills to ensure focus and intent</p> <p>Create catalytic coaching questions through use of the SPIN model</p>
3	<p>The student will be able to formulate an Extraordinary Future that leads to positive possibilities</p> <p>Distinguish the difference between a predictable future and an Extraordinary Future</p> <p>Formulate an Extraordinary Future for your area of responsibility</p>
4	<p>The student will be able to create and implement an action plan through the development of breakthroughs and strategies</p> <p>Break the Extraordinary Future into increasing levels of detailed actions and measures through the use of an Extraordinary Future Blueprint</p> <p>Determine some breakthroughs and metrics that help describe and measure the success of the Extraordinary Future</p> <p>Demonstrate the use of Force Field Analysis to identify and enable to the removal of roadblocks</p> <p>Develop strategies and catalytic actions that will facilitate attainment of breakthroughs</p>
5	<p>The student will be able to finalize and discuss their Extraordinary Future Blueprint</p> <p>Finalize the Extraordinary Future Blueprint</p> <p>Declare your personal and organizational breakthroughs as a certainty</p> <p>Discuss and apply key strategies, metrics and development opportunities</p> <p>Receive coaching feedback from others</p>
6	<p>The student will be able to identify opportunities to coach and apply coaching principles to achieve others' Extraordinary Futures</p> <p>Identify opportunities and people in your organization to coach</p> <p>Create an environment that will allow you to take a stand for new possibilities in others</p> <p>Organize coaching conversations to lead subordinates and team members to take action towards achieving their Extraordinary Future</p>