



**Become an ICF
Certified Coach**

The Art & Science of Coaching

Module- III : 30th Oct - 02nd Oct, 2025
06th Nov - 09th Nov, 2025

Module- IV : 13th Nov - 16th Nov, 2025
20th Nov - 23rd Nov, 2025



Level 2

Erickson is the pioneer of Solution-Focused Coaching, one of the most established coaching methodologies. Our founder, Dr Marilyn Atkinson, established Erickson with the intention of unlocking human potential by supporting the shift from problems to solutions by embracing a future-focused mindset. This philosophy is the underlying vision of Erickson and sets the tone for each coach that we train and organization that we partner with. We truly believe that coaching has the ability to 'change the world, one conversation at a time'.

Solution-Focused Coaching Methodology is based on proven tools, techniques and processes that help provide clients with the means to create truly transformational changes with individuals and organizations.

Erickson
Coaching is:



The Erickson's Solution-Focused Coaching Model is built on 4 pillars;

A solution-focused approach to coaching moves your client towards their desired future outcomes, instead of concentrating on past experiences or reasons for present dissatisfaction.

A systematic approach that emphasizes the holistic nature of your client, seeing how positive change can fit into their bigger picture.

A client-centered approach that allows you to trust your client's inner resources and skills, respecting their agenda and future outcomes.

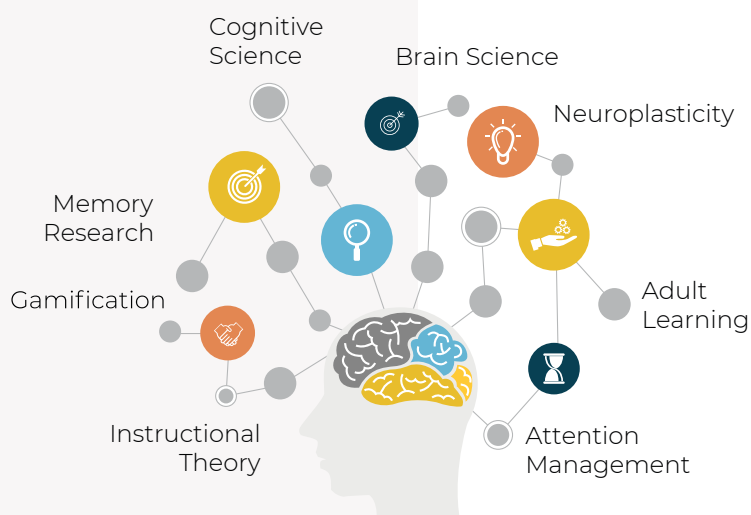
An action-oriented approach that pursues transformational change in specific, inspired steps that lead to fundamental shifts in attitude, behavior and habit formation.

As a globally-recognized and ICF accredited coach training institution, Erickson's coach training programs are highly regarded as exceeding the rigorous standards of the International Coach Federation (ICF) and producing highly-qualified coaches. Since obtaining ICF Certification is integral to your coaching career, we have made the path to ICF certification as simple as possible whilst ensuring you develop masterful coaching skills to really enable transformation.

Methods of Learning:

Erickson offers online, onsite and blended options when it comes to training. We originally began as a fully onsite coach training academy in 1980. Our founder, Marilyn Atkinson, traveled around the world teaching her courses and sharing the power of solution-focused coaching. However, with the goal of reaching even more people, and providing further training to our global community of alumni, we launched an online global training academy.

At Erickson, our curriculum design is rooted in Science with particular focus on:



Our programs have been developed to include every learning style and is complemented with an asynchronous component as well as a strong emphasis on practical application.

The Art & Science of Coaching



Curriculum Breakdown | **The Advanced Course**

Part 1 - Integration

Skills and approaches organized around the core essential question: **“Why is that important to you?”**

In Part 1, we advance our coaching by developing the skill to uncover the client's unique motivational structures. We deepen our ability to handle and overcome objections. We also leverage the power of values in enabling commitment and follow through.

At the end of this Part, you will be able to:

- Ask questions to discover the deeper, and often invisible, intrinsic motivators
- Uncover and work effectively with hidden motivational patterns
- Ask coaching questions that leverage the strengths of another
- Advance your listening and coaching presence towards a mastery of unscripted and natural 'coaching in the moment'
- Coach at the level of 'who' the person is, not just at the level of their action and behaviour
- Use provocative questions to challenge the client into action
- Apply an array of coaching power tools to resolve objections quickly

Part 2 - Completion

Skills and approaches organized around the core essential question: **“How would you know you've achieved it?”**

In Part 2, we focus on how people experience success. We move through completion, including testing of skills and competencies in which the topics of all Parts fall into place to complete the bigger picture of integrated Solution-Focused Coaching.

At the end of this Part, you will be able to:

- Demonstrate an advanced level of the ICF Core Competencies
- Work effectively with negative emotions and stress states
- Apply approaches that develop resilience and inner strength
- Identify and work effectively with belief and value systems that influence the coaching conversations
- Respond authentically to the client, in the moment, through advanced intuitive questioning
- Conduct masterful advanced sessions that encourage positive transformation
- Track and reveal the progress of coaching sessions
- Design a plan of future success with your client

Facilitator Profile



Gaurav Arora, MCC (ICF)

Founder xMonks

Gaurav has empowered more than 3000 people across organizations in India through Erickson's coach certification program, corporate workshops, his webinar series, and live coaching conferences. Gaurav has over 5000+ hours of coaching experience and was honoured with the 2019 ICF Young Leader Award. His work is aligned with some of his highest values of gratitude, authenticity, creativity, collaboration, continuous learning, and innovation. His areas of developmental focus include Executive Coaching, Transformational Leadership, Self-mastery, Executive presence, Emotional intelligence, and Personal and Interpersonal Leadership.

Gaurav is also an international partner, faculty and Coach mentor to Erickson Coaching International in India. He also partnered with The Leadership Circle (TLC), to establish TLC as one of the most credible 360-degree Leadership Tool in India. He is one of the leading Facilitators with The Leadership Circle (TLC) and is the Director of Certifications for Indian geography.

He has worked with c-suite level executives and various organizations primarily in India and has led a few workshops in China, Indonesia, Thailand, and Turkey in the past. The breadth of his C-Suite clients includes Hero Group, Mahindra & Mahindra, HeroEco, Maruti, New Holland Agriculture, Ford, Sennheiser, Air Products, SAP, Google, Swiggy, Hero MotoCorp, GlobalLogic, Dr. Oetker, Perfetti, Capgemini, Flipkart, Tata Steel, Rockwell Automation, TATA Group, HomeCredit, etc.

Gaurav also partnered with The Leadership Circle (TLC), to establish TLC as one of the most credible 360-degree Leadership Tool in India. He is one of the leading Facilitators with The Leadership Circle (TLC) and is the Director of Certifications for Indian geography.

Gaurav is an Engineer and a Management Graduate in Marketing. He is a voracious reader, and calligraphist, and loves adventure sports. When he has the opportunity to be home, he can often be found painting on canvas with his 3-year-old daughter.

Gaurav also hosts a podcast "The xMonks Drive", which is a compendium of conversations that reveal defining moments, the reason behind every inspiration that sparks.

xMonks (Inspire Coaching Systems) was founded in the year 2008 with a mission to Inspire, Enable and Transform beyond imagination. Over the years, we have transformed into an ecosystem where we bring to you world class coaches & thought leaders from different walks of life who share their experiences for personal transformation and leadership development. Our comprehensive capabilities include Leadership Development, Coach Training, Coaching as a Service, and Adventure Quests designed for outbound team-building interventions. We are partners to esteemed organisations such as Erickson Coaching International, School of Emotions, and Professor David Clutterbuck's CMMI in India.



Erickson Coaching International:

Erickson Coaching International (ECI) is one of the oldest and largest coach training institutes that provides ICF accredited 'The Art and Science of Coaching'.



School of Emotions: Dan Newby and Lucy Núñez established the School of Emotions to enhance emotional literacy, akin to developing IQ for intellectual learning. They offer resources like books, games, webinars, & courses for all skill levels, aiming to bridge the gap in structured emotional development and lead individuals towards emotional mastery & deeper self-awareness.



Clutterbuck Coaching & Mentoring International:

David Clutterbuck is a pioneer in the space of Team Coaching and Mentoring.



iOwn - A Social Development Initiative is a platform that connects certified coaches, Leaders from different spheres with Social Development sector to enable them to strengthen their leadership talent by leveraging the power of Coaching and bring transformation at the grass-root level.



Get in Touch

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