



Lincoln Workshop Series  
*Learning Through Experience*

## **APPRECIATIVE INQUIRY FOR COACHES AND COUNSELORS** **Application of AI Principles and Practices for Working with Individuals**

**Gallese, Italy. 20-26 May 2017**

*with*  
**Barbara Sloan**

Appreciative Inquiry (AI) in Coaching and Counselling is a powerful, strength based approach for energising positive change in individuals. Using AI principles and practices guides the client to illuminate their deeply held values and aspirations, to reconnect to their strengths and capabilities and to create and sustain meaningful change. This work also explores the social context of the individuals and, when appropriate, engages others whose support is important to the individual's growth and success. This work often connects heart, mind, body and spirit while building strong and resilient relationships with relevant others.

AI can provide guidance in any situation in which the aim is to support the ability of an individual to realize their fullest potential.

### ***ABOUT THE WORKSHOP***

This course enables participants to integrate AI principles with their existing models of coaching and counselling to achieve enhanced results.

Developed over ten years, this workshop uses an experience-based model and also includes discussion of theory and sharing of examples of AI in coaching or counselling.

Participants arrive at the workshop having identified topics or goals they personally want to achieve and on which they want to receive coaching or counselling. During extensive practice sessions, participants work with one another using the principles and phases of AI. At the close of the course, participants consult with each other and receive consultation from the facilitator on their plans to use AI in coaching or counselling with one of their clients following the training.

## **WHO SHOULD ATTEND**

This workshop is designed for:

- Experienced coaches and counsellors who may or may not have attended the Lincoln Workshop Series (LWS) AI Foundations course or equivalent and want to enrich their practice with AI. Having some knowledge of Appreciative Inquiry is a distinct advantage.
- Graduates of the LWS AI Foundations course or equivalent, who are interested in expanding their consulting practice to include working with individuals.

## **WHAT YOU WILL LEARN IN AI COACHING**

During this workshop participants will:

- Review AI principles and practices as they relate to coaching and counselling
- Explore the relevance of AI principles in their work with individuals including:
  - The power of positive questions
  - The simultaneity of inquiry and change
  - The function of narrative and metaphor, imagery, and body awareness in personal learning and growth
  - Transforming the spiralling vocabularies of human deficit
  - Creating alignment of mind, body and spirit
  - Building strong interpersonal relationships to support the client's ability to achieve their genuine aspirations
- Practice using these principles in the generic phase of AI
- Receive support in identifying appreciative topics to focus the work, constructing AI questions, interviewing and dialogue skills, grounded visioning, translating the vision into innovative processes, practices, roles and structures and implementing for sustainability
- Learn to enable the client to build strong relationships with key others and involve them appropriately in certain phases of the consultation
- Learn how to introduce this strikingly different approach in ways that make sense to clients
- Develop ability to use AI in working with individual clients
- Create their own action plan to AI in coaching or counselling one of their clients

For questions about the content and design of the workshop, please contact:

Barbara Sloan Phone: 001 202-256-6271 E-Mail: [Barbara@sloandialogs.com](mailto:Barbara@sloandialogs.com)

## WORKSHOP DETAILS (Registration, Travel and Hotels)

**Dates:** 20-26 May 2017.

### START AND STOP TIMES:

The workshop lasts five and a half days starting Saturday with group dinner and ending Friday at lunchtime.

Dress is casual and comfortable

### LOCATION AND TRAVEL:

The workshop is held at an old converted Benedictine monastery; Agriturismo Giulia di Gallese, Gallese, Italy 60 km (40 miles) north west of Rome. [www.giuliadigallese.com](http://www.giuliadigallese.com) Gallese is within easy reach of either of the two Rome airports with a direct train connection from Rome's main airport Fiumicino to the local station.

**ROOM & BOARD:** The workshop is residential and the rooms are large double rooms with 2 beds in each. All rooms have en-suite facilities. There are a limited number of single rooms available at an additional cost of £150,- per person.

Agriturismo Giulia di Gallese prides itself of an amazing kitchen utilising local produce and can easily cater to specific dietary needs.

**Cost:** Course fee is £ 1200,- – 1600,- depending on when you sign up.

The course fee includes room (on a shared basis) and full board for the 5 ½ days (6 nights) of the workshop.

To sign up: <https://www.eventbrite.com/e/appreciative-inquiry-for-coaches-and-counselors-tickets-31510263045>

If you are unable to pay with a credit card, need a purchase order etc. then pls contact Mette at: [mette@appreciative-inquiry.co.uk](mailto:mette@appreciative-inquiry.co.uk)

## ABOUT THE FACILITATOR:

**Barbara Sloan** is President of *Sloan Dialogs, LLC*, an internationally recognized consultancy specializing in change, strategic planning, executive coaching and team building. She facilitates high quality dialogue among people and groups to spark creativity, establish understanding, and forge alliances -- to realize the capacity for full collaboration. She designs and facilitates meetings that bring together stakeholders with very different needs who, after working together for two to five days, reach an unprecedented level of agreement and establish a newly collaborative way or working together.

Barbara also specializes in providing customized coaching for executives aimed at helping organizations improve results by maximizing the performance of key individuals. Her clients tap into their deep aspirations and strengths, expand their awareness of the impact of their leadership on others, and increase their effectiveness through open and genuine dialog with their colleagues, staff and other stakeholders – creating strong relationships, alignment and commitment to shared dreams.

Barbara is a pioneer in the use of AI for whole system change efforts and in coaching. She offered pre-conference sessions on AI Coaching at both of the International Conferences on Appreciative Inquiry in 2001 and 2005 and has developed the first training course in AI Coaching which is offered through NTL Institute in the US and the Lincoln Workshop Series in the UK.

Barbara has over 30 years of experience and her clients include profit, non-profit, public and private sector organizations. This work has taken place in the US, Canada, the Caribbean, Central and Eastern Europe, Asia, Africa, Latin America, and the Middle East.

**Cancellation conditions:**

There will be a maximum of 15 participants in this workshop. Places will be allocated based on when we receive your full registration

Your registration fee will be 75% refundable up till April 1<sup>st</sup>. All registrations will be due in full before May 1<sup>st</sup>. HOWEVER, in case of late cancellation substitutions are always welcome.

Should we have to cancel, your workshop deposit will be returned to you.