

LEARNING STRATEGIES OF EDUCATIONAL COACHING IN HIGHER TECHNICAL EDUCATION INSTITUTION

СТРАТЕГІЇ КОУЧИНГУ В ЗАКЛАДАХ ВИЩОЇ ОСВІТИ ТЕХНІЧНОГО СПРЯМУВАННЯ

Educational coaching is an approach that has become increasingly popular in recent years, especially in higher technical education institutions. This approach aims to promote personal development, help individuals reach their maximum potential, and develop competencies while removing obstacles to achieving personal and professional goals. This article will explore the concept of educational coaching in more depth and examine the methodology and techniques used in this approach.

This approach differs from traditional teaching methods as it does not focus on transferring knowledge from the teacher to the student. Instead, it focuses on the student's personal development, helping them to become more self-aware and develop their own learning strategies. The methodology and techniques used in educational coaching differ from those used in traditional teaching methods. It is shown in the article that the approach of coaching is more focused on the student's personal development, and it aims to help them reach their maximum potential. There are a lot of techniques used in educational coaching. The author concentrates her attention on some techniques, which have proved to be the most effective in the educational process. They are goal setting, action planning, self-reflection, feedback, and support. Each of these techniques is investigated, evaluated, and concluded about its strengths and weaknesses concerning the goals of a higher educational establishment. There are established benefits of educational coaching, both for the student and the institution. First of all, it is personalized learning: educational coaching is a personalized approach to learning. It is tailored to the needs and goals of the individual student, allowing them to learn at their own pace and in their own way. This approach is more effective than traditional teaching methods as it allows the student to take ownership of their learning and develop their own learning. The following advantage of educational coaching is improved performance: educational coaching can lead to improved academic performance, as it helps students to develop the skills and competencies they need to succeed.

Finally, the article highlights the importance of educational coaching as this approach can improve the overall quality of education provided by the institution, making it more effective in achieving its goals.

Key words: *educational coaching, personal development, learning strategies, goal setting, improved performance.*

Освітній коучинг – це підхід, який останнім часом стає все більш популярним, особливо у вищих технічних навчальних закладах. Цей освітній метод має на меті сприяти особистісному розвитку, допомагати студентам

досягати максимального потенціалу та розвивати компетенції, одночасно усуваючи перешкоди для досягнення особистих і професійних цілей. У цій статті детально розглядається концепція освітнього коучингу та досліджується методологія та техніки, які використовуються в цьому підході.

Коучинг відрізняється від традиційних методів навчання тим, що він не фокусується на передачі знань від педагога до студента. Натомість він зосереджується на особистому розвитку студента, допомагаючи йому стати більш самосвідомим і розробити власні стратегії навчання.

Методологія та прийоми, які використовуються в освітньому коучингу, відрізняються від тих, що використовуються, наприклад, в менторстві та тьюторстві. У статті показано, що підхід коучингу більше зосереджений на особистісному розвитку студента, і він має на меті допомогти їм максимально розкрити свій потенціал. Існує багато технік, які використовуються в освітньому коучингу. Автор акцентує увагу на деяких методиках, які виявилися найбільш ефективними у навчальних закладах вищої освіти технічного спрямування. До зазначених методик належать постановка цілей, планування дій, саморефлексія, зворотній зв'язок і підтримка. Кожна із цих методик досліджується, оцінюється та отримуються висновки про її сильні та слабкі сторони стосовно цілей вищого навчального закладу. Встановлено, що переваги освітнього коучингу поширюються не тільки на студента, але й на навчальний заклад в цілому. Перш за все, це персоналізоване навчання. Освітній коучинг адаптований до потреб і цілей кожного студента, дозволяючи йому навчатися у власному темпі та власним способом. Цей підхід є більш ефективним, ніж традиційні методи навчання, оскільки він дозволяє студенту взяти на себе відповідальність за своє навчання та розвивати власне навчання. Наступною перевагою навчального коучингу є покращення продуктивності: навчальний коучинг може призвести до покращення академічної успішності, оскільки він допомагає студентам розвивати навички та компетенції, необхідні для досягнення успіху.

У статті наголошується на важливості освітнього коучингу, оскільки цей підхід може покращити загальну якість освітніх послуг, які надаються закладом вищої освіти технічного спрямування, сприяючи досягненню стратегічних цілей освіти.

Ключові слова: *освітній коучинг, особистісний розвиток, стратегії навчання, цілепокладання, підвищення ефективності.*

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Problem Statement. Educational coaching is an approach that has become increasingly popular in recent years, especially in higher technical education institutions. This approach aims to promote personal

development, help individuals reach their maximum potential, and develop competencies while removing obstacles to achieving personal and professional goals.

Coaching is a collaborative process between the coach and the student. A coach is a pedagogue who helps the student to identify their strengths, weaknesses, and goals, and works with them to develop a plan of action to achieve those goals. The coach also provides support, guidance, and feedback to the student throughout the coaching process.

Educational coaching is a type of coaching that is specifically designed for the education sector. It is a process that promotes the development of the student's abilities, skills, and competencies. This approach is different from traditional teaching methods as it does not focus on transferring knowledge from the teacher to the student. Instead, it focuses on the student's personal development, helping them to become more self-aware and develop their own learning strategies.

Analysis of recent research and publications.

The article notes that educational coaching is a relatively new concept, and there have been several studies on coach application at school [1, 2, 3], further research is needed, particularly in areas such as higher educational coaching and its role in students' personal and professional development.

Purpose of the article. The objective of this study is to explore the concept of educational coaching in more depth and examine the methodology and techniques used in this approach. in the context of a technical higher education institution.

Methods: analysis, comparison, generalization and systematization of scientific and theoretical principles, synthesis.

Presenting main material. These days, in the conditions of rapidly changing and constantly evolving reality, coaching has numerous important advantages for personal and professional growth. Let us consider what opportunities coaching opens up for university applicants. Here are some of them:

Clarity and focus: Coaching can help students clarify their goals and identify the steps needed to achieve them. By providing structured goal-setting and action planning frameworks, coaching can help students stay focused and motivated, even in the face of failures and obstacles.

Increased self-awareness: Coaching can help students gain a deeper understanding of their own strengths, values, and areas for improvement. By exploring their deepest beliefs and motivations, students can gain the self-awareness necessary to make positive changes in their lives.

Accountability and support: Coaching provides students with a partner who supports and is accountable for their achievements and progress towards their goals. By providing regular feedback, encouragement, and resources, coaches can help students overcome obstacles and stay motivated.

Increased productivity and performance: Coaching can help students develop the skills and mindset

necessary for success in their personal and professional lives. By focusing on specific areas for improvement, students can increase their productivity and performance, improve their confidence, and become more self-effective.

Improved relationships: Coaching can help students improve their communication and interpersonal relationship skills, leading to stronger and more satisfying relationships with others. By developing greater empathy and understanding, future professionals can build deeper connections and more meaningful interactions with others.

Coaching is a highly flexible field with many different methodologies and approaches that can be applied to achieve goals. Understanding the various schools of thought in coaching is key to developing a holistic approach to coaching that can adapt to the unique needs and goals of each student. There are many different schools in coaching, each with its unique perspective and techniques.

It is important for coaches to be familiar with a variety of techniques in order to choose the most appropriate method for the unique needs and goals of each student [4, p. 205].

By understanding the different schools of thought in coaching, a teacher can develop a flexible and adaptive coaching style that will help achieve the best results for their students.

Rapport in coaching is defined as the ability to communicate by creating an atmosphere of trust and understanding. Establishing rapport with the student is the coach's first task, as it allows them to build trust between them, which is key to effective coaching [5, p. 1174].

Creating rapport in coaching is a continuous process that requires effort in every coaching session. A good rapport between coach and student allows the coach to facilitate the process of exploration and effectively move it forward.

Establishing trust with the student is a fundamental aspect of effective coaching. Building trust and a connection can help them feel comfortable and open to the coaching process. Whether a teacher is a new coach just starting out or an experienced professional seeking to improve their skills, they must begin this process by learning the basic principles and best practices for building trust in coaching.

When a teacher masters the art of building trust with students, they can create a safe and supportive space for personal and professional growth, allowing individuals to achieve their goals and realize their potential.

Coaches should adhere to professional standards and ethical guidelines, and maintain a high level of professionalism in all their interactions with students. By demonstrating ethical conduct, coaches can establish trust and respect with their students, and ensure the integrity of the coaching process.

Effective interventions are important because they help achieve desired results and build skills and resilience that will help future professionals in the long term. By providing specific strategies and techniques, coaches can help students overcome challenges and obstacles, as well as develop new ways of thinking and behavior that support their goals and ambitions.

Effective interventions in the coaching process are an integral part of coaching and can significantly impact the personal and professional development of students. With goal-directed strategies and techniques, coaches can help students achieve their desired outcomes while developing skills and resilience that can aid them in thriving in the future [6].

Effective interventions in the coaching process can take many forms, depending on the individual's goals and needs. Some popular types of coaching interventions include [7]:

Cognitive restructuring, which involves helping students identify and resist negative thinking patterns and replace them with more positive and empowering ones.

Skill development and training, which involves teaching students new skills and techniques that can help them achieve their goals and overcome obstacles.

Role-playing and rehearsal, which involve mastering and rehearsing new behavioral strategies in a safe and supportive environment.

Feedback and accountability, which involves providing clients with regular feedback and accountability, as well as a commitment to being responsible for their commitments and actions.

Experience has shown that interventions are effective when they yield positive and measurable results, and when they align with the individual's goals and values.

Effective interventions should also be based on an evidence base, which means that they should have their foundation in research and be supported by empirical evidence.

There are several key factors that contribute to the effectiveness of interventions in the coaching process, including the relationship between the student and the coach, the student's readiness and motivation for change, the relevance and appropriateness of the intervention for the student's goals and needs, as well as the coach's skills and expertise in implementing the intervention.

Goal setting and action planning involve helping the student identify specific and measurable goals and develop a plan of action to achieve them.

Cognitive restructuring involves helping students identify and challenge negative thought patterns and beliefs, and replace them with more positive and realistic ones.

Behavioral activation involves helping students identify and engage in activities that are enjoyable and meaningful, and which can help improve their mood and overall well-being.

Exposure therapy helps students confront and overcome their fears and anxieties through gradual exposure to a frightening situation or object.

Relaxation techniques include teaching students relaxation and stress-reduction techniques such as deep breathing, meditation, or progressive muscle relaxation.

Solution-focused coaching is a technique that emphasizes finding solutions to problems rather than focusing on the problem itself. It is an approach aimed at achieving a goal that focuses on the strengths, resources, and abilities of the student and helps them identify and achieve desired results.

The solution-focused coaching approach is based on the idea that the individual already has the resources and opportunities necessary to achieve their goals but may require assistance in effectively utilizing and recognizing them [8, p. 11].

Instead of deep analysis of the problem, solution-focused coaching attempts to identify and enhance the existing strengths of the student and use them to create a path to the desired result.

Some of the most popular problem-solving techniques within the solution-focused coaching approach include the following [8, p. 113]:

Scaling questions technique is a common development coaching technique that involves asking the individual to rate their current situation on a scale from 1 to 10 and then asking what they need to do to move up one step on that scale. This helps them focus on the positive aspects of their situation and identify small steps they can take to achieve their goals [9, p. 159].

The miracle question technique involves asking the individual to imagine that a miracle happened, and their problem was solved overnight. The coach then asks the individual what their life would look like, and what steps they would need to take to make that imaginary scenario a reality.

The exception question technique involves identifying moments when the problem is absent and exploring what sets those situations apart. This helps the student identify and enhance their strengths and use them to solve the problem.

The coping questions technique involves asking the student to describe how they have dealt with similar challenges in the past and explore what skills and resources they used to overcome those challenges. This helps them identify their strengths and apply them to their current situation [10, p. 629].

Conclusions. In conclusion, educational coaching is a personalized approach to learning that has been increasingly adopted in higher technical education institutions. There are several benefits of educational coaching, including personalized learning and improved academic performance. Educational coaching is a personalized approach that tailors learning to the needs and goals of individual students, allowing

them to learn at their own pace and in their own way. This approach is more effective than traditional teaching methods as it allows the student to take ownership of their learning and develop their own learning. The benefits of educational coaching are not limited to the student, but they also extend to the institution. Educational coaching can also lead to improved academic performance of the whole higher institution as it helps students to develop the skills and competencies they need to succeed. Educational coaching can improve the overall quality of education provided by the institution, making it more effective in achieving its goals.

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