



COACHING COMPETENCIES FOR MANAGERS

powered by somatic

ONLINE EDUCATION



BALANCE TO
BUSINESS
coaching&mentoring

ABOUT US

Balance to Business is a firm focused on the client as an individual.

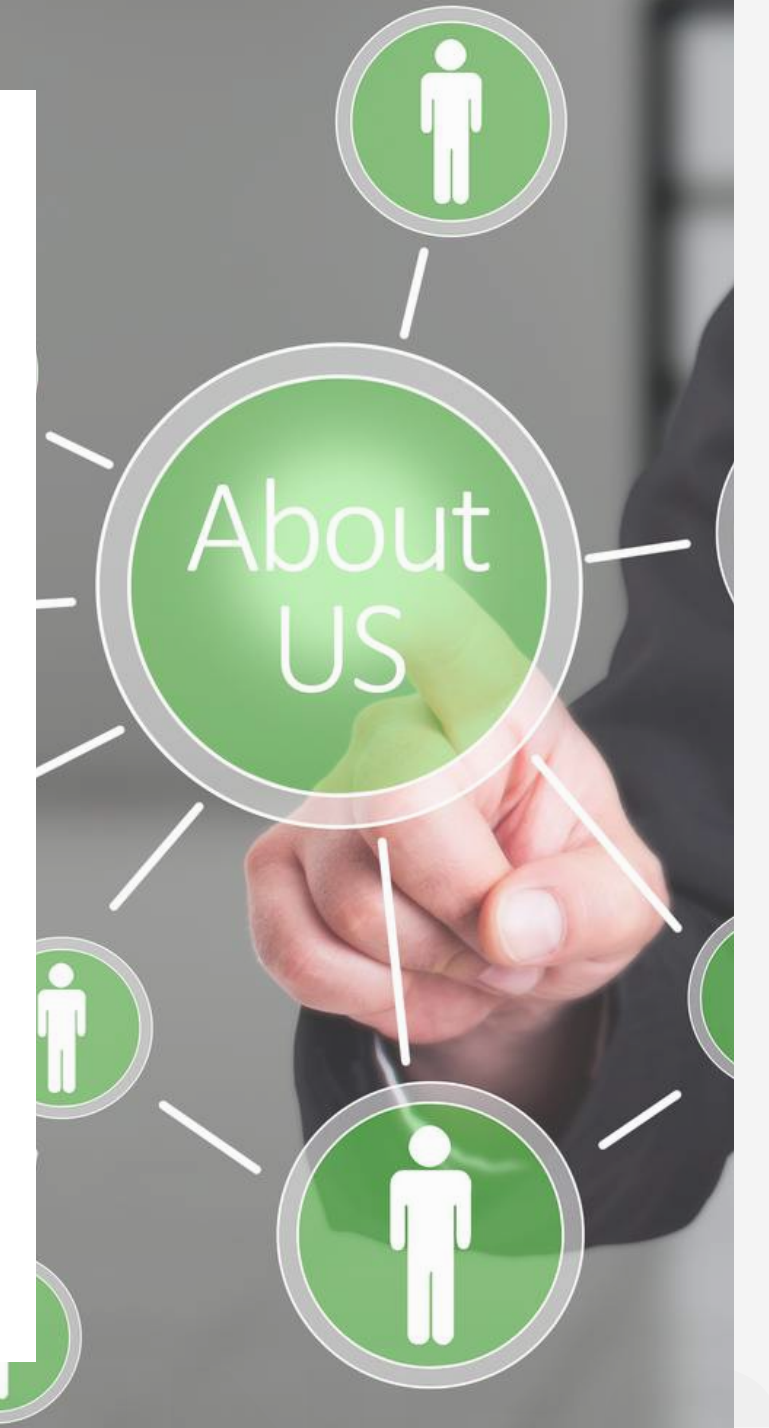
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- We view organizations as unique entities, crafting projects according to the identified needs of the client, while overseeing change processes through the specific expertise we offer. The essence of our success lies in the application of the most innovative global practices in coaching, mentoring, and consulting.
- What sets us apart is our ability to create "**custom-made**" coaching programs and training with **elements of somatics**.
- Key values that characterize us are: respect, trust, results, ethics, accessibility, and perseverance.



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WHO WILL BE YOUR TRAINER?



**JELENA VULETIC, ACC,
LEADERSHIP&SOMATIC COACH**

- **Jelena Vuletic**, the founder of Balance to Business, is the first certified coach by the ICF in Montenegro, with ACC accreditation, a leadership coach, certified somatic and PCM coach, and POY trainer.
- Jelena engages in **educational** training, **team** and **group** coaching, **business** consulting, and mentoring. Combining rich corporate experience and education, Jelena promotes the values of leadership and teamwork through her firm.
- Jelena is a passionate banker with over 33 years of experience in the banking sector.
- She currently serves as a member of the Board of Directors at Hipotekarna Bank in Podgorica.

HER LIFE MOTTO IS: "IT'S NOT ABOUT GOING, BUT GROWING THROUGH LIFE!"



OUR CLIENTS



coinis



HIPOTEKARNA
BANKA



CMM
INVESTMENT CONSULTING GROUP



UCG
Univerzitet Crne Gore



European Bank
for Reconstruction and Development



1one



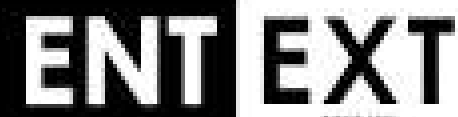
MONTNET



DELTA
DMD



MIKROKREDITNA FINANSIJSKA INSTITUCIJA
ALTER MODUS



ENT EXT



IQ



datadesign



glosarij



stadion



ADRIATIC BANK



PRIVREDNA
KOMORA
CRNE GORE

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Cortex





Be the force that creates change!

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PROBLEMS YOU FACE AND SOLUTIONS

WE OFFER:



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Problems:

1. **Lack of communication** skills
2. Setting **unattainable and unrealistic goals**
3. **Lack of clarity and focus** of team members in business activities
4. **Problem-solving and decision making**
5. **Conflicts** between team members due to constant changes
6. **Oversaturation** of tasks and fulfillment of planned tasks
7. **Stress and pressure**
8. **Implementation** of what has been learned

Our solutions:

1. Coordination, **active listening**, asking **open questions and focusing on the solution**.
2. **Applying** skills in daily work and creating **achievable goals**.
3. **Strengthening team performance and team members** in a positive way and how to give and receive constructive feedback.
4. Solving problems through **developing problem analysis methods** with clarity in work.
5. How to deal with changes, how to get to know the mindset of team members and how to approach **conflict resolution**.
6. **Phases of project planning and prioritization**.
7. Developing awareness of **body sensations, movements, posture and breathing**.
8. **Retrospective** on previously acquired knowledge.



THE IDEAL CLIENT

- A manager in the process of transition
- An individual at the executive level
- Leader team
- Supervisor

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WHY US?



The coaching approach is solution-oriented and is used to solve specific situations.

Individuals who have gone through coaching processes are more open to new experiences, are more effective in making decisions, nurture interpersonal relationships, and achieve great results in a team.



The training "***Coaching competencies for managers - powered by somatic***" is based on the elements of somatic coaching and starts from the fact that leadership and managerial skills can be learned and embodied through the physical condition.

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The elements of somatic coaching that we introduce into the training relieve stress, increase productivity, enable managers and leaders to take more effective actions in challenging situations, with the aim of creating a healthy environment.



DURING THE TRAINING, THROUGH 8 MODULES, YOU WILL GET TO KNOW THE FOLLOWING TOPICS:

1. Management with a coaching approach

Demonstration of management using key elements to promote effective communication.

2. Solution focused on 1:1 communication

Application of techniques, tools, and processes in the work environment to improve communication.

5. Working with a reaction

Successful management of challenging team situations with respect and confidence.

6. Performance and Clarity

Application of management tools with a coaching approach for greater productivity.

3. Creating a strong team

Learning and applying ways to provide productive feedback and work in a team.

4. Matching skills and talent with purpose

Identification and presentation of team values and solution strengths through creative focus.

7. Somatic coaching

Exercises and techniques for awakening sensibility for the importance of emotional states that are suitable for creativity and teamwork.

8. All in one

AFTER THIS TRAINING YOU WILL BE ABLE TO:



- You improve engagement, team retention and individual performance
- Learn to truly hear others, understand their perspectives, and communicate your ideas clearly and convincingly



- You identify and adapt organizational values and goals to the values of individual team members
- You distinguish when it is most effective to apply coaching and conduct constructive coaching communications



- You are successfully conducting team coaching
- Develop deep connections with your own body, feelings and emotions



WHAT DO OUR STUDENTS SAY?



SLAĐANA ĐUROVIĆ

Head of the implementation sector and assistant to the executive director, Data design d.o.o.

"Jelena, with work and socializing with you, we get better and better every day – both privately and professionally.

What stands out after the last meeting is the realization of the values and beliefs that I improve and with which I manage, to define achievable goals as a manager and measure the result of working in and with the team.

Then, new acquaintances and the selfless exchange of members' experiences during training/organized events are invaluable."

MILICA MLADENOVIĆ

HR business partner, Delta DMD, Belgrade



"If we search on Google what are the main benefits of coaching, we get the answer that it is an increase in self-confidence, improvement of business performance, and more effective communication skills.

This training provides exactly that, but also much more. As someone who works with people, I have a great tool to guide them to rediscover clarity, but also passion in the work they do, as well as courage for some new initiatives.

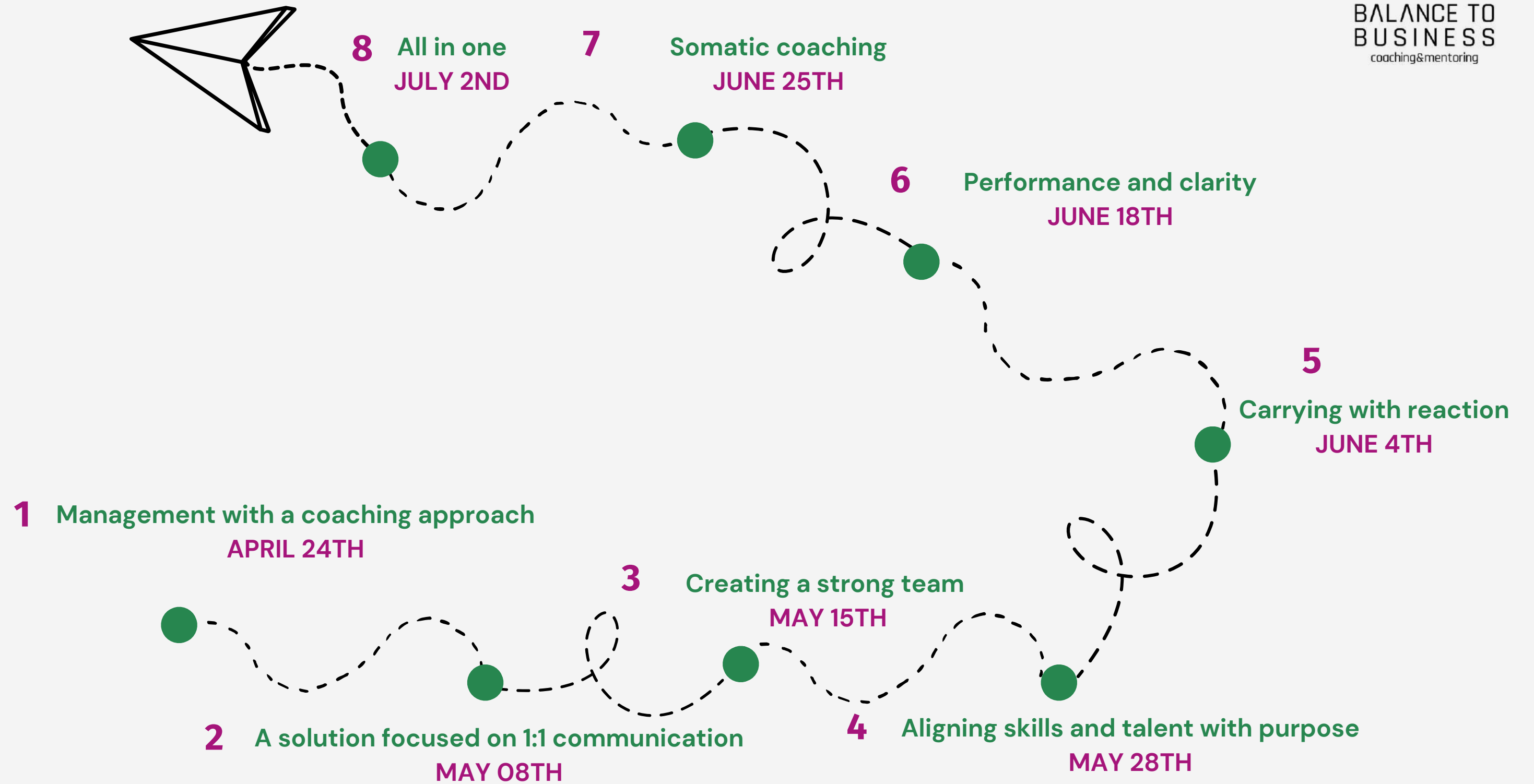
I would also like to share that the training had an impact on my life outside of work as well, and that because of the "powerful questions," we removed some barriers and became a much more satisfied small organization."



TIMELINE



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INVESTMENT IN MONEY AND TIME

- Four-month online education;
- 8 modules for 2 hours each.

808€

WhatsApp
support
group



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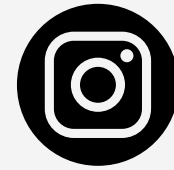


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CONTACT



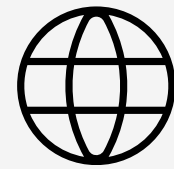
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