



Bienvenue
à
votre formation
internationale

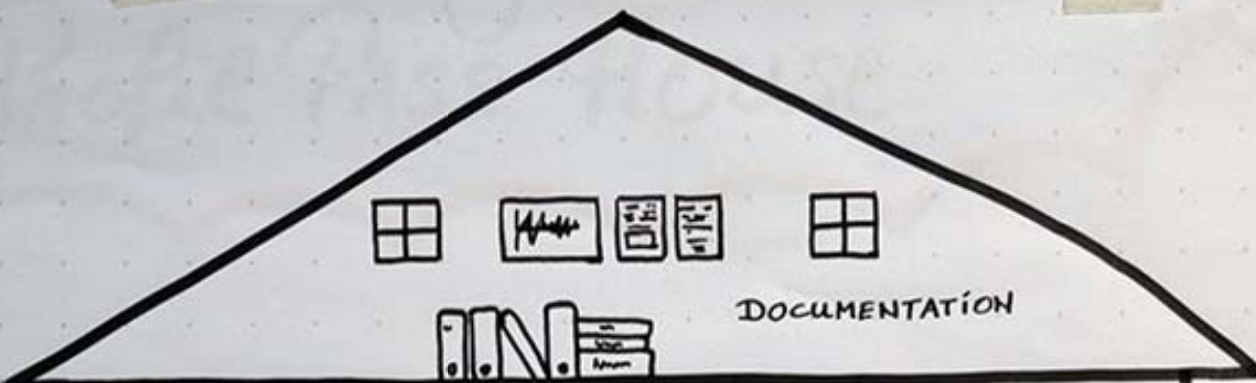
Profil **PASS**

du 9 au 12.11.2014

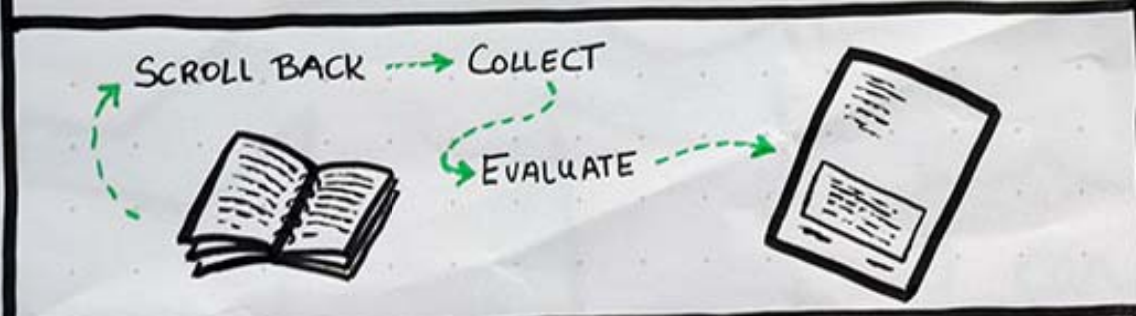
à Berlin

Coaching with the PROFIL PASS House

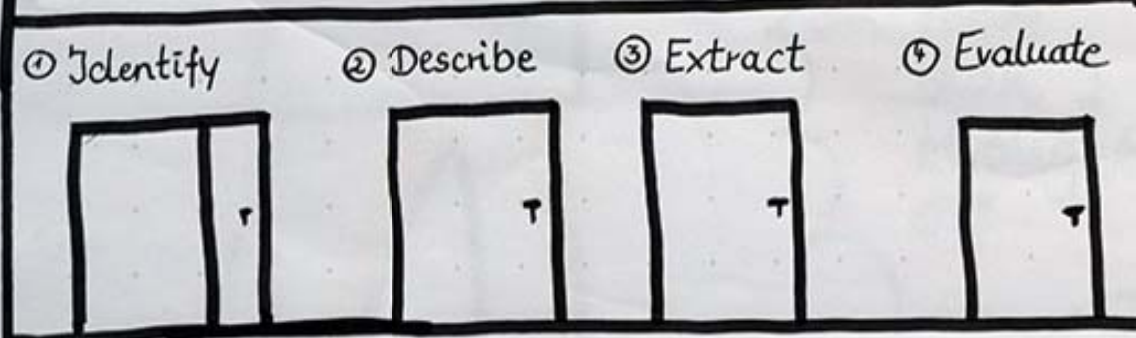




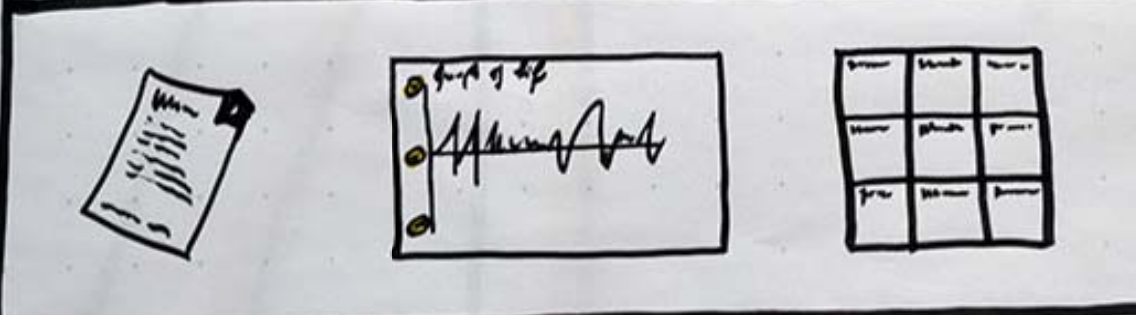
MY OBJECTIVES



MY COMPETENCES

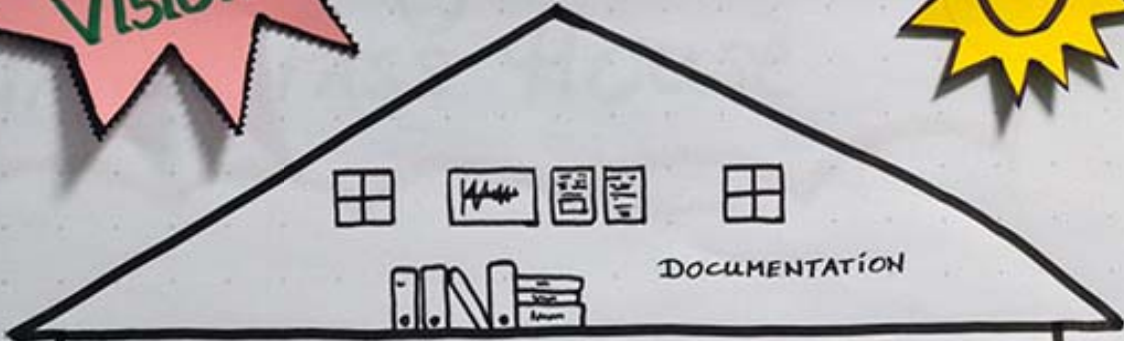


MY ACTIVITIES

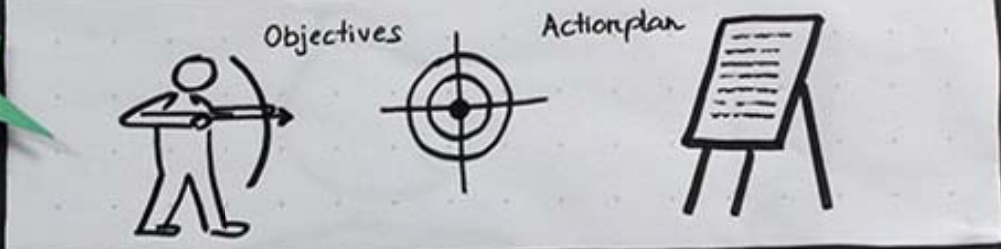


MY LIFE

YES! ♥



I will ...



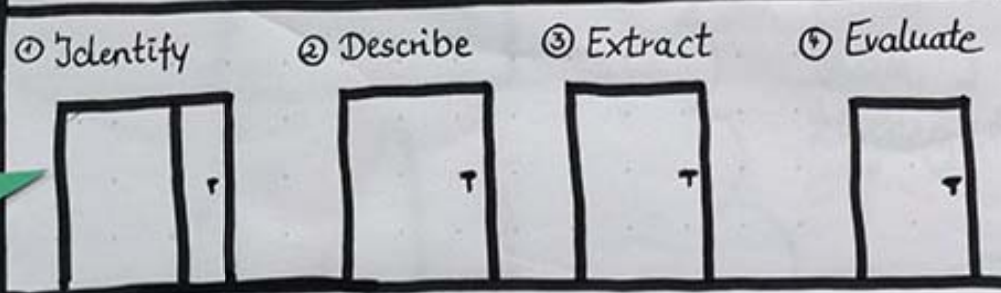
MY OBJECTIVES

I can I'm able



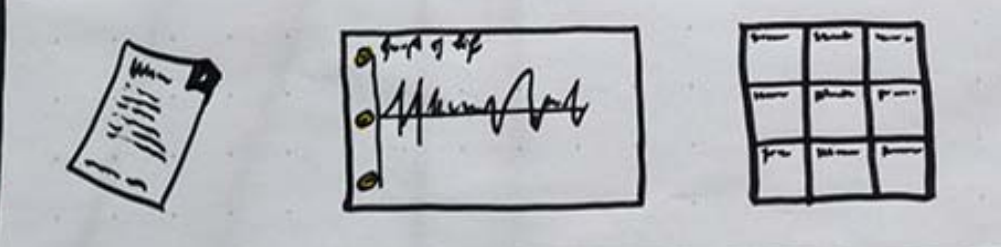
My COMPETENCES

I have done idiot ...



My ACTIVITIES

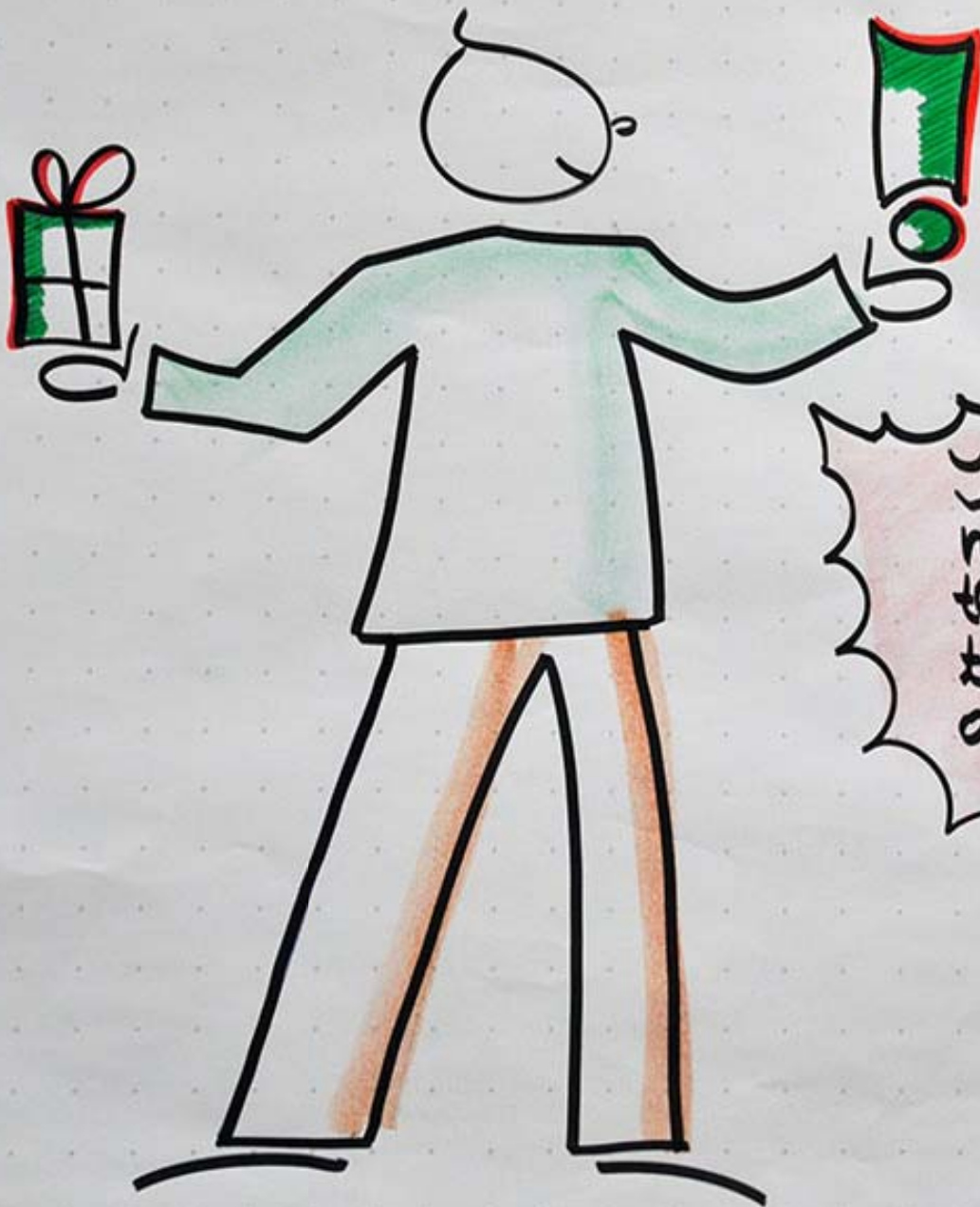
I am



MY LIFE

YES! ♥

Coaching with the Profile Pass House



I can
more
than I
thought
off

Unplugg electricity.

get step to step on (ladder)

buy a new bulb.

↳ look for a spare one

remove the cover

remove the bulb. ⊗

put new bulb in

turn on electricity → checking '⊗'

cover back on

remove ladder

• old bulb into recycling bin

2 Where; When; Who; Why;
What; How ... did you do it

I can ...
I am able to ...

learn "learning style"

C2

organize household

C2

organized family & work.

C2

built up ^{new} social group

C1 → Social

organized support for myself

C2

able to face new situations

C1

other C.

get research ^{for} the info !

C2

prof. C.

communicating phone

C1

presentation by phone +

C1

face to face

C1

social C.

Reporting

C1

Organis. C.

financial issues (aspect) of business

C1

~~Selling sales~~

I can sell
I can do sales

C1

persuasive skills.

C1

DREAM TREE

to get a tool with which I can help my adults in

+

♥

Context Germany abroad

Tool for support People
P.p support people to change something in their life!

P.p as a tool for my guidance process with adults!

to implement P.p in our field of work, create success stories

✓ LEARN MORE ABOUT COLLEAGUES

Tool to help others Succeed

to get a tool that will help me work with people on crossroads

to introduce security the P.p. with break content

define INTENTION THIS TOOLS TO A LOT CENTER (ambition)

Ex. can use for all grade of which are on

and knowledge and tool to be helpful to me and other people who I advise

beneficiaries to find P.p. partners in self-identification and process of change future ideas with active work
to change their perspective of life and see up to the next better end.

to avoid giving wrong advice to people

forget obstacles, from normative ways to put in

low motivation of participants due to bad situation

low motivation

The motivation of low-educated adults!

- DON'T GO/SHOW WRONG COMPETENCE TO THE RESOU

+
0
-

... very much welcome to the

TRAIN THE TRAINER

PROFILPASS



Bärbel
Pankoke



Non objective perspectives of the training

- after 3 days you are **not** the perfect PP coach
- you are **not** able to face all challenges which might occur
- you do **not** discover all opportunities the PP offers
- you do **not** know all methods which benefit and support your PP delivery



> Objective Perspectives

□ Knowing the ProfilPASS

- ▶ structure
- ▶ objectives
- ▶ content



□ Your FIRST own experiences

- ▶ My life and fields of activities
- ▶ identify - describe - extract - evaluate
- ▶ examples for implementation of the ProfilPASS

□ Design your own concept - idea

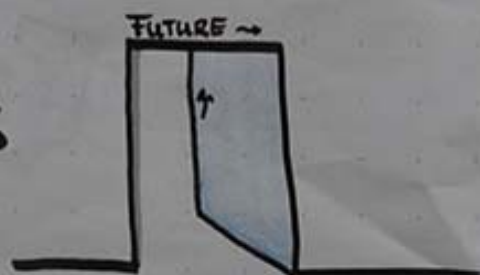
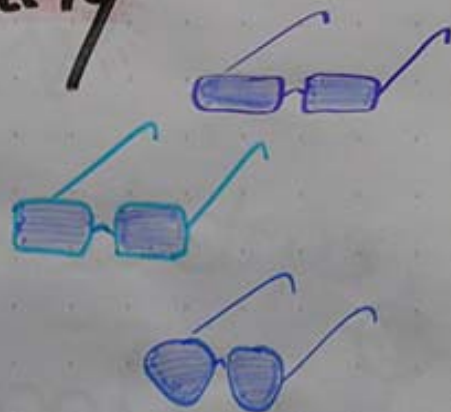


What is it about?

- Reflect on one's own life
- Collect & organize one's own experiences
 - ▶ skills & knowledge
 - ▶ strengths & competences
- Conversational ability

Attitude & Mindset of a coach

- ≡ Humanism
- ≡ Constructivism
- ≡ openness for results




The ProfilPASS House


➔ introduces the different steps of the ProfilPASS walk

☒ My LIFE *

☒ My Activities ☒

☒ My Competences 

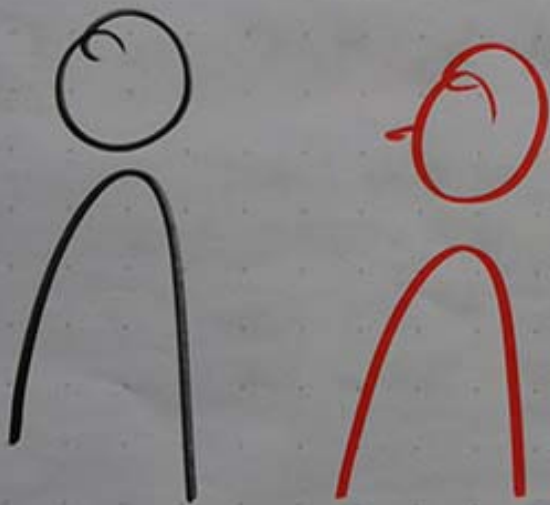
☒ My Objectives & next steps

☒ Collection of proofs & certificates 



Let's pretend

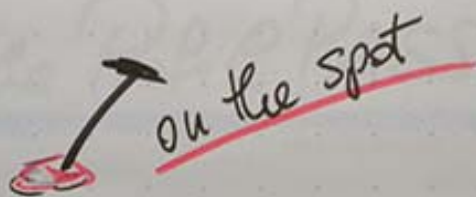
Let's pretend:
the coaching
is over. When
would you say:
"That was really
good for me?"



I know my goal
I have a vision
I know "my job"
↳ got it

I recommend it !!

Profile PASS



contract clarification

Agreement on Objectives

- what will the result be for
- which target will be achieved when
- how to measure the achievement

Steps to out with the client

- biographical review
- collect information (identify & describe)
- extract & evaluate information collected
- define objectives
- develop action plan
- evaluate the process and achievements

Review of the coach

- Assess the result : target vs outcome
- Assessment on the process
 - = what was beneficial
 - = what was an obstacle



Structure of the Profile PASS

→ Chapter 1

My LIFE -
An Overview



→ Chapter 2

My Activities -
A Documentation



→ Chapter 3

My Competences -
A Review



→ Chapter 4

My Objectives -
The next step



MY LIFE - An Overview

➔ identify significant and important situations from your past and present
i.e. school; job/profession;
family; voluntary work ...

➔ Take look @ your life

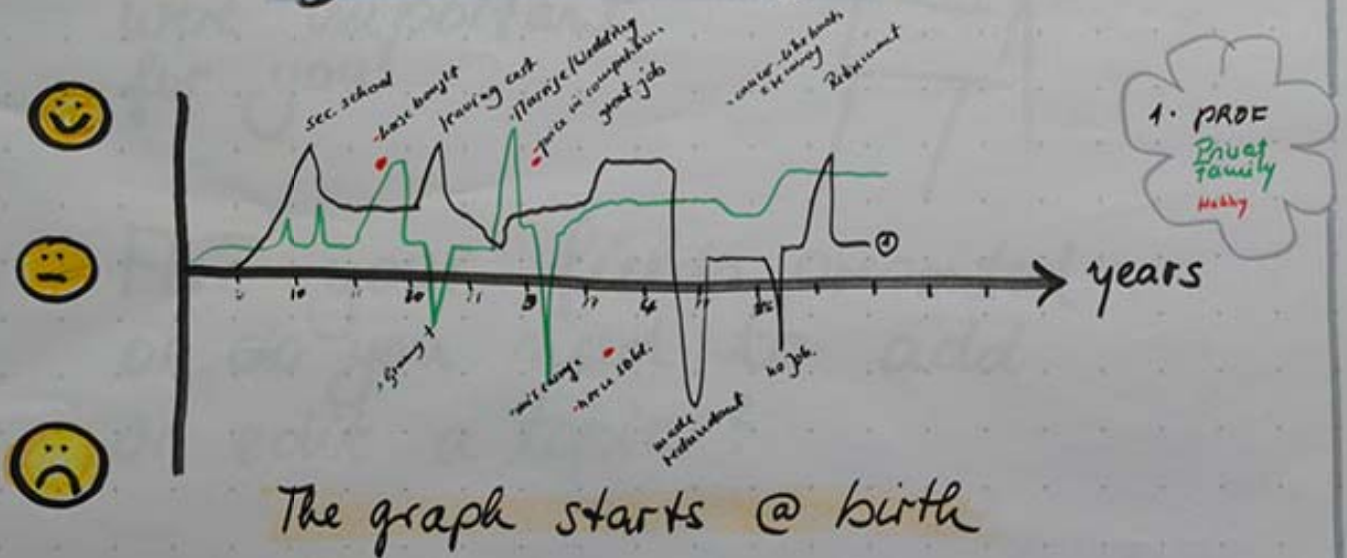
locations where
you have been

areas you have been active

what appears
important for you

MY LIFE - My Biography

Task: present your life graphically



- ✓ you can draw a scetch
- ✓ more than 1 graph
i.e family, work ...
- ✓ please name important events



My AREAS in LIFE -

My Biography

- ✓ Activities which were important for you



- ✓ Are your fields presented or do you need to add or edit a topic?

- ✓ When all fields are part of your life:

↳ add keywords to each section



= activities
= events



My ACTIVITIES

Documentation

→ ? Do these headings cover sufficient areas with regard to activities, experiences a.s.o

→ ? Do I need to add or delete some - one or more

Hobbies & Interests

Home & Family



School

Prof. Education



Military Services / Voluntary work



Prof. Life, Work, Experience, Placements/
Jobs

Political / Civic Commitment,
Temporary Posts

Extraordinary Circumstances

My Activities - A Documentation

Take a closer look at the defined areas

Which areas are very important for you?

What did I do exactly?

Which skills show up?

Which competences are obvious?

How do you evaluate your skills and competences?

My Activities - A Documentation

Take a closer look at the defined areas

Which areas are very important for you?

I have ...
I did ...
I participated in ...

What did I do exactly?

I can ...
I am able to ...
I know how to ...
I have learned ...

Which skills show up?

Which competences are obvious?

How do you evaluate your skills and competences?

AREA OF ACTIVITIES

FROM HEADINGS TO KEYWORDS

i.e. Hobbies & Interests

- GAA Football
- IRISH DANCING
- KNIT & STITCH

i.e. Political & Civic Commitment

- BARNADOS
- ST VINCENT DE PAUL
- SOSAD SAVE OUR SONS AND DAUGHTERS



FOUR STEPS

1. define

important things
added quality
to my life

2. describe

What did I do
exactly? Which
steps ... in detail?

3. extract

Which sentence
summarizes the steps
and decisions made?

4. evaluate

Do my skills fit
into Niveau
A, B, C₁, C₂



page 74

Evaluate

→ Select your most important skills and assess their value.

NIVEAU

■ A



NIVEAU

■ B



NIVEAU

■ C₁



NIVEAU

■ C₂



Exercise "4 steps"

2/4 DESCRIBE

? Potato Salad
? Change a bulb.
! ONE FOR ALL P.



change



Which single decisions [⊗] need to be made until the task is finished?

⊗ and WORKING STEPS

✓ INDIVIDUAL JOBS

✓ TAKE NOTES PLEASE

✓ 15 Minutes



MY COMPETENCIES A Review



Summary of one's
own skills and
competences

What are my particular
strengths?



My Competences - A Review^①

□ Get an overview page 76/77

→ Task put first all
A + B - skills together

• Duplications 😊

• Mark them as described

→ skills ^{which} recur X

→ those you really love
and are very important
to you !

→ those you want to improve ○

MY COMPETENCES A REVIEW^②

■ collect now all $C_1 + C_2$
competences / skills
(page 78)

✓ These skills are relevant for more than one area of activities. Therefore they are competences. You apply them in a variety of options.

✓ Duplications are not relevant.



Competences

- ❑ Social Competences
- ❑ Organisational Competences
- ❑ Professional Competences
- ❑ Methodical Competences
- ❑ Technical Competences
- ❑ ICT Skills
- ❑ Linguistic Competences
- ❑ Artistic Competences
- ❑ Other Competences

The Review

INTERESTS

Skills & Strengths you enjoy using

developing people.

writing a book

Learn Spanish.

submit up new social contacts

+

face new situations

+

research information

+

+

+

presenting.

+

+

My Competences

📄 List your favorite
competences on
page 85



📄 Congratulations

You achieved the
basic proof of your
certification of your
competences



MY OBJECTIVES & STEPS

THE NEXT STEPS

➔ one's own desires -
wants and objectives

➔ raise clarity

What am I able
to do + what
do I want to do?

professionally +/or
in my spare time...

Which interests do I
want to pursue

In which direction
do I want to
develop myself

Where do I want
to be in 3-5-10
years time?



MY GOALS & NEXT STEPS

□ Use the results for further life planning!

✓ Which competences will I use and develop?

✓ Which interests do I want to focus on?

✓ What do I want to improve?



FINAL Round

What is your
'take-away'?



What's up: a
critical note ...



My wants and
recommendations...



Research
for inform.

built new
social group.

Presentation
face-face

able to face new
situations

Reporting.

Social
Comp.

prof
Com

Organis
Comp.

Others
Comp.

AGENDA

Day 1 : USER PERSPECTIVE

Day 2 : Coaching PERSPECTIVE

Day 3 : PP FOR PRACTISE



Day 1



GETTING TO KNOW EACH OTHER



Attitude in ADVISING WITH "PP"



GETTING CLARITY / COMMON SENSE
in TERMINOLOGY: skills, competence etc.



STRUCTURE OF THE PROFILPASS



GETTING STARTED



= MY LIFE - AN OVERVIEW

= OWN EXERCISE

PRESENTATION & DISCUSSION
IN THE GROUP

Day 2

"FOUR STEPS OF THE
PROFIL PASS" - EXERCISE



PRESENTATION & DISCUSSION

MY COMPETENCES - A REVIEW



MY OBJECTIVES - NEXT STEPS
TO TAKE

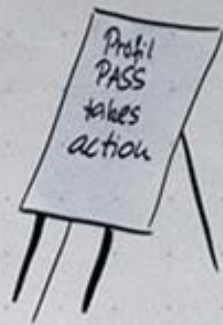


EXERCISE & DISCUSSION

PRESENTATION & DISCUSSION
IN THE GROUP



Day 3



WORKSHOP

- = IDEAS - METHODS -
- = IMPLEMENTATION of PP
- = PRESENTATION → PREP.

PRESENTATION - PLENUM

Exchange



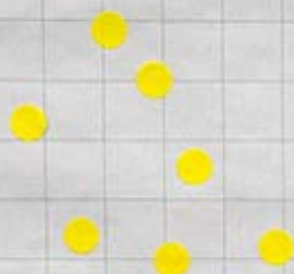
Evaluation

Lunch



BAROMETER OF MOOD.

Tues:



TREE OF LIFE

