

Serious Business Game for goal-oriented coaching

*Learn the most important skills **for effective coaching**. Develop your coachee continuously and get him or her **successfully to the goal**.*



Gamification Storyline:

ECHO is a serious business game about coaching techniques. As a participant you take on the role of a respected trainer. You will support a key public figure in effectively implementing a global strategy to remove plastic from our oceans.

The goal is to conclude a global environmental agreement to save the oceans in various simulated coaching sessions. You will learn **skills and abilities to ensure** that your coachee defines his or her goals, analyses the real situation with its key influencing parameters, evaluates his or her options and alternative solutions, and finally draws up a good action plan.

The external circumstances always pose exciting challenges and obstacles that get in the way of you and your coachee. These must be overcome intelligently. **Help to save the oceans and coach successfully to achieve your goals!**

What is ECHO's focus group?

ECHO addresses all professional profiles, in particular employees, executives and managers who wish to develop the talent of their employees or clients as relationship managers and increase their performance potential.

Yes, just try it out? Get a free test license www.ARC-Institute.com

The ARC Institute is your didactic contact for Serious Business Games. We would be happy to provide you with an individual offer for your team: Info@ARC-Institute.com. Together with you, we develop concepts how you can support your employees independently of time and location in up to 11 languages simultaneously, worldwide.

Create a new and unique training experience for your employees!



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Knowledge and skills

With the use of the realistic simulations and individual characters in the Serious Business Game ECHO, the training is an **effective way of imparting knowledge**. The gamified training elements stimulate a targeted didactic learning process. Through the coaching sessions shown in the Serious Business Game, the participant acquires a deep understanding of the skills required to conduct real coaching scenarios. The participant's empathy is put to the test here and communication is checked for assertiveness. At the same time the player learns to ask effective, open questions with the aim of increasing and developing the awareness of his/her coachee.



ECHO enables you and your staff as participants to practice the **key skills required for effective coaching**:

- ✓ The use of effective questioning techniques
- ✓ Getting to know coaching sub-processes and understanding their significance
- ✓ Goal-oriented communication, result focus
- ✓ Objectivity, continuous learning, empathy

Further integrated skills that are trained:

- ✓ Focused work, interpersonal relationships, solution orientation, information gathering, planning, assertiveness, self-confidence, self-assurance, self-control,
- ✓ Better understanding of cause-effect chains, effective communication, decision-making, coordination, teamwork and flexibility, negotiation and change management.

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Characteristics of the Serious Business Game:

- ✓ Learn with game based didactic methods.
- ✓ Applicable and practical contents.
- ✓ **Results-oriented learning** with revolutionary gamification technologies.
- ✓ Use the simulations for experience-based learning.
- ✓ Flexible, intuitive to use, fast and easy to train.
- ✓ An exciting gamification storyline facilitates targeted learning.
- ✓ **A unique learning experience!**

Objectives | Why ECHO?

- ✓ Support talent development in your team.
- ✓ Discover the coaching process step by step.
- ✓ **Learn techniques** for leading conversations and the associated coaching phases.
- ✓ Develop the necessary skills and tools to become a great coach.
- ✓ **Practice your coaching skills** in realistic situations with a sophisticated in-game simulator.



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Methodology :

The developed game-based learning method is a combination of **3 elements**:

- ✓ **High quality content** equivalent to a two-day on-site course, with a strong practical focus that is useful and directly applicable to the work
- ✓ The **use of gamification techniques** in terms of story telling, ranking motivation, scoring, different learning and game levels, and incentives through recognition and awards. This makes the training a motivating and exciting learning experience. This directly promotes the intrinsic motivation to learn on your and your employees' side.
- ✓ **Practical exercises** that allow you as a participant to practice directly in a safe and motivating environment and to implement the practical knowledge. You will **receive detailed feedback** in the form of individual learning loops.

How do you make it work? What are the IT requirements?

1. **The only thing you need** to use this business game training is an end device with internet access.
2. You can **access our performance-optimised business game platform** at any time, from anywhere in the world via your individual user profile or integrate the business game training into your LMS (Cornerstone, Moodle, SAP Success Factors, etc.).
3. You will receive regular reports on the progress of your participants and training groups. This allows you to keep an overview at all times and motivate your teams in a goal-oriented manner.

