

Nationality: Italian & Turkish

Residence: Istanbul, Turkey

Languages: English, Italian, Spanish, and conversational French, Turkish, Portuguese

Lived and worked in: Italy, U.K., Switzerland, Turkey



Areas of expertise & Training fields:

Coaching (Individuals and Teams), Managing by coaching, Empathy, Creating engaging relationships, Self expression, Collaborative communication, Feedback skills, Influencing others without manipulation, Leadership, Self-awareness, Building trust, Conflict resolutions, Anger management, Performance management, Vision creation, Team development, Group facilitation, Effective group decision-making, Cross-culturalism, Personal strengths and Values.

All training is based on adult learning principles.

Bio & Services Provided

Giuseppe is a **Professional Certified Coach and Trainer**, ACC credentialed with the International Coach Federation (ICF). He is also a **Professional Facilitator**, member of the International Association of Facilitators (IAF). He is a **Nonviolent Communication (NVC)** practitioner and trainer, and values the **Appreciative Inquiry** approach in working with clients, as well as the findings of **Positive Psychology**.

He coaches **Private Clients, Executives, and Teams**, on both personal and business topics, specially if related to personal or relational conflicts. Clients include both multinationals, SMEs, and family-owned companies. A member of a major Global Consultant Network, Giuseppe is both a coach and a facilitator for the **United Nations Secretariat Management Development Program** worldwide. He teaches **Leadership, Coaching, Communication and Conflicts Management** at University undergraduate and postgraduate MBA students, both at Yeditepe University and, from the Summer 2011, at Sabancı University in Istanbul, and in workshops and classes internationally. He has also served on the Faculty of the International Coach Academy (Australia) where he run the Executive Coaching Community of Practice. He is Board Member of ICF Turkey and the ICF Conference Educational Steering Committee Member for the second consecutive year.

Giuseppe's passion for **coaching and NVC** stems from his will to see and connect to what he calls 'the best side of a human being', which he does when in a coaching relationship with a client. His purpose consists in supporting his clients through coaching and sharing NVC, to deepen self-discovery, and to facilitate greater understanding and connection with self and others.

Giuseppe also has an ongoing interest in supporting developing the consciousness that organizations, like companies, are 'living environments', where **the way people connect and communicate** is key to their success as well as to the success of their organization. He coaches and trains people to achieve these results, based in the work of Nonviolent Communication (NVC), Appreciative Inquiry, and Positive Psychology.

Giuseppe adheres to the ICF form of coaching which honors the client as the expert in their life and work, and concurs with the ICF philosophy of coaching that **every client is creative, resourceful and whole**.

Coaching Approach

Giuseppe's coaching approach is strongly grounded in the **ICF core coaching competencies**, yet it is flexible and adapts to the coaching needs of the client. Hence, Giuseppe's coaching is tailored to the client's objectives, and the way he works reflects **the state of being of the client**. Each client-coach relationship is thus co-constructed, and moves in a direction that is unpredictable, yet strongly focused on taking action.

He coaches comfortably in English, Italian and Spanish, both in person or over the phone, or skype.

Corporate Experience

Before shifting his professional focus to Coaching and Training, Giuseppe engaged in a corporate career for 11 year. He started in the UK, when he was headhunted to join the international team of a multinational telecommunications company. From there he pursued an international career that led him to work among people with diverse backgrounds and cultures, across several nations. His experience includes launching the London-based operations of an international

financial group, advising FTSE 250 at a 'Big 4' Consulting Company, becoming a UK Chartered Tax Advisor and setting up his own organization in the fashion business active over two continents where he served as the CEO, before becoming a Professional Coach.

Academic Qualifications

- Master of Laws (L.L.M.) from the University of London (UK)
- Masters of Science (M.Sc.) in Marketing Management for the Service Industry from Trento Business School (Italy)
- Bachelor of Science (B.Sc.) in Business and Finance from Florence University (Italy)
- Diploma in Business Studies from Sheffield Hallam University (UK)

Coaching Education and Certification

- ACC Certified Coach (International Coaching Federation)
- Professional Coach Certification – International Coach Academy, Australia
- Train the Trainers Certification in Coaching – International Coach Academy, Australia
- Appreciative Coaching Practitioner

Other Related Training

- NVC Intensive International Training - Center for Nonviolent Communication, Albuquerque, NM, USA
- Train the Trainers Training in Nonviolent Communication – Bay NVC, USA & Denmark
- Certified TA101 & TA202 from the Transactional Analysis Association - Turkey

Professional Coaching Affiliations

- ICF (International Coach Federation), Member and ACC Credentialed Coach
- 2010 & 2011 ICF (Global) Steering Education Committee Member
- 2010-2012 Board member ICF Turkey Chapter
- IAF (International Association of Facilitators), Member

Public appearances

- Interview, 6news' Happy Hour, TV channel, March 2010
- Interview, TimeOut: Istanbul Magazine, July 2009
- Interview, Sigortaci (The Insurer) Turkey Magazine, April 2009