

CONTENTS

Prologue	9
1. Introduction	13
2. Coaching. History of Coaching. Theories and psychological schools	21
2.1 History of Coaching	22
2.2 Theories determine Coaching	25
2.3 Psychological schools and their influence on the development of Coaching	35
2.4 LOTSE Coaching: Annotations for its comprehension	42
2.5 Approach to LOTSE Coaching Training	44
2.6 LOTSE Coaching to guide solutions and results	57
3. Characteristics of the cognitive and affective processes	61
4. The personality: Sketches for a better comprehension	67
4.1 Its regulatory function in the behavior of the subject	68
4.2 Cognitive and affective processes: Relation with the personality in the regulation of the subject behavior	74
5. Methodology aspects	79
6. Analysis of the results	89
7. Final conclusions	113
8. Recommendations	117
Annex	119
Annex 1 LOTSE Coaching Questionnaire	120
Annex 2 Questionnaire by phases	124
Annex 3 Questions by categories	136

Annex 4 Evaluation of Cuban students (Beginning)	137
Annex 5 Evaluation of German students (Beginning)	138
Annex 6 Evaluation of Cuban students (End)	139
Annex 7 Evaluation of German students (End)	140
Annex 8 Comparative study: German and Cuban students (Beginning – End)	141
Annex 9 Cognitive, affective, and volitive processes for each of the phases	143
Bibliography	147