

## **Abstract**

The bachelor thesis aims to analyse and explain how coaching positively influences client's self-efficacy. Self-efficacy or perceived personal efficacy is a set of beliefs about one's own abilities that are necessary for achieving a set goal. This paper discusses coaching, its definition in relation to other professions, the coaching principles, coaches' role, and competencies. A part of the thesis is also focused to various coaching techniques. Furthermore, the thesis develops the topic of self-efficacy, its relations to subcomponents of self-concept and puts self-efficacy in the context of other psychological concepts. Finally, the thesis presents research that clarifies how coaching positively influences client self-efficacy. The purpose of qualitative empirical investigation is to clarify, which factors of individual coaching increase the client's self-efficacy. The investigation was based on the subjective reflection of eight coaches. Results clarify that coaching techniques and their appropriate combination are the main way to increase client's self-efficacy.

**Keywords:** coaching, coach, goal setting, self-efficacy, sources of self-efficacy