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Revised Edition

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Masterful Coaching

Robert A. Hargrove

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extraordinary results together Move forward with doable projects and actions Create feedback that stretches corrects and builds self esteem Become the exceptional coach you were meant to be and watch your business grow The Coaching **Secret** Andrew Machon, 2013-10-03 Coaching as a field has mushroomed in recent years Thousands of new coaches enter the field after only completing short and superficial training programmes. The problem with this is that coaching is not i something you can simply learn in a short programme ii a superficial practice The books available on coaching tend to just reinforce this by going over coaching methodology without delving into what it really means to be a coach The Coaching Secret remedies this by going beneath the surface looking at what it really means to be a coach and showing how you can go from simply understanding the basic coaching process to truly connecting and relating to the client and becoming a master coach The author brings over 20 years of coaching practice in big corporations to help you move beyond the novice superficial coach to becoming an expert master coach He brings together experience theory case studies and lots of interactive work to essentially coach the coach and help them achieve a superior coaching level Key reader outcomes Practical assistance to become a better coach moving from novice to expert to master Increased confidence in your personal coaching competence Greater clarity to the value of the coaching relationship and how we coach New perspectives on coaching methods To answer for yourself some of the crucial questions of the coach including Who is the coach How do you coach And why do you coach To deepen your understanding of coaching and to demystify the inner process through which we develop our competency and practice To awaken the coach to discover new ways of seeing thinking sensing resolving and relating To progress the profession in offering a new vision of coaching that recognises and evolves the role of the coach

Executive Coaching Christina A. Douglas, William H. Morley, 2000 What does a typical coaching process look like What are the steps that lead through that process This book examines these questions and others in a review of the current literature about executive coaching The authors continue the discussion with a look at the themes revealed through their review and lay the groundwork for thinking about executive coaching as a process and relationship rather than just a brief fix it intervention Masterful Coaching Robert A. Hargrove, 1995 Written as an interactive dialogue with the reader Masterful Coaching emphasizes core coaching skills sponsoring counseling acknowledging teaching and confronting Provides examples of coaching for breakthrough results from leading companies Coaching Salespeople into Sales Champions Keith Rosen, 2010-06-03 Sales training doesn t develop sales champions Managers do The secret to developing a team of high performers isn t more training but better coaching When managers effectively coach their people around best practices core competencies and the inner game of coaching that develops the champion attitude it makes your training stick With Keith Rosen's coaching methodology and proven L E A D S Coaching FrameworkTM used by the world's top organizations you'll get your sales and management teams to perform better fast Coaching Salespeople into Sales Champions is your playbook to creating a thriving coaching culture and building a team of top producers This book is packed with case studies a 30 Day

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