Excellence In Coaching The Industry Guide | e2b33e321ce8e734ca4cef79069fd6f

The Handbook of Knowledge-Based Coaching
Cognitive Behavioural Coaching in Practice
The Wiley-Blackwell Handbook of the Psychology of Coaching and Mentoring
Sales Leadership
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Leading with Y.E.S. Coaching Psychology
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Advancing Executive Coaching
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Reducing Turnover in the Services Sector
The Coach's Toolbox
Coaching Students in Secondary Schools
Coaching Excellence
Course Excellence in Coaching

The Handbook of Knowledge-Based Coaching

Declare Y.E.S. loud and clear to create new possibilities in your life and leadership.

Cognitive Behavioural Coaching in Practice

NLP (Neuro-Linguistic Programming) is believed by many to be a powerful set of tools for facilitating change and enhancing performance. Yet, despite the success stories and proliferation of courses, there is still much skepticism about the validity and effectiveness of NLP. In NLP Coaching, Susie Linder-Pels brings, for the first time, an evidence-based perspective to this coaching methodology. She explains how and where NLP coaching is used, examines its links to established principles and practices, and questions aspects of NLP where the empirical evidence is missing. She reviews recent developments in NLP-based coaching practice and proposes a specific research agenda that will move NLP coaching towards an evidence-based approach. NLP Coaching provides numerous case studies and real-life examples which show how NLP assists personal, professional, team, leadership and organizational development. The book includes contributions from leaders in the field: Andrew Bryant, Michelle Duval, Joseph O'Connor, Paul Tosey and Lisa Wake.

The Wiley-Blackwell Handbook of the Psychology of Coaching and Mentoring

"Inspired Excellence - Knowledge, Know-how and Inspiration" is about personal excellence. It is a super value collection of power-tools and applied models to boost: - Assertiveness - Confidence - Resourcefulness - Focus as well as Expansive Thinking - Personal Authenticity This compilation is for individuals who are looking to build a meaningful and happy life. 'Inspired Excellence - Knowledge, Know-how and Inspiration' has a unique style. It does not stop at delivering motivational pep messages. It does not hand over prescriptions for self-development. It engages with readers in an intense, meaningful manner. It seeks to promote a bold journey into the readers' consciousness. The author asks powerful questions, invites readers to step into their zone of authenticity. He presents distilled wisdom from neuroscience, quantum physics and ancient wisdom, which bring incredible and inspiring knowledge content. He provides practical tools and exercises from the disciplines of coaching and management to make the knowledge actionable. And, as all of these come from the author's own experience, knowledge and expertise, the book reverberates with confidence and grace. The narrative exudes assurance and empathy for its readers.

Sales Leadership

This practical, evidence-based guide provides a comprehensive introduction to the coaching of secondary school students. Using a clear, step-by-step structure, the book explores how coaching can help students improve performance, enhance wellbeing, develop skills and achieve goals. The ultimate aim is to help the student become his or her own coach. Divided into six parts, Coaching Students in Secondary Schools explores all of the key aspects of coaching, from basic coaching skills to effective methods of evaluation. Having explained why coaching benefits students, the book shows readers how to adopt a 'coaching approach,' structure a formal session, launch a coaching programme and measure its success. Topics covered include: the uses and benefits of coaching, the evidence for coaching, coaching skills conducting coaching sessions the practicalities of coaching, evaluating the impact of coaching. With real-life scenarios and examples embedded throughout, Coaching Students in Secondary Schools will be essential reading for practising secondary school teachers, classroom assistants and student support staff.

The Second Cup

"Coaching is the universal language of learning, development, and change." Imagine a workplace without fear, stress, or worry. Instead, you're acknowledged as a valued, contributing team player who doesn't sacrifice priorities, values, happiness, or your life for your job. Sound ludicrous? Consider this is a reality in many thriving organizations. Most leadership books don’t apply to sales leadership. Sales leaders are uniquely and indisputably special and need to be coached in a way that’s aligned with their role, core competencies, and individuality to achieve their personal goals and company objectives. What if you can successfully coach anyone in 15, 5, or even 60 seconds using one question? Sales Leadership makes delivering consistent, high-impact coaching easy. For busy, caring managers, this removes the pressure and misconception that "Coaching is difficult, doesn't work, and I don't have time to coach." Since most managers don't know how to coach, they become part of the non-stop, problem-solving legion of frustrated Chief Problem Solvers who habitually do others' work, create dependency, and nourish the seed of mediocrity. Great business leaders shift from doing people's jobs to developing them by learning the language of leadership coaching. In its powerful simplicity, Sales Leadership delivers a chronological path to develop a thriving coaching culture and coaching leaders who develop top performing teams and sales champions. Using Keith's intuitive LEADS Coaching Framework™, the coaching talk tracks for critical
conversations, and his Enrollment strategy to create loyal, unified teams, you will inspire immediate change. Now, coaching is easily woven into your daily conversations and rhythm of business so that it becomes a natural, healthy habit. In his award-winning book, Coaching Salespeople Into Sales Champions, Keith was the first Master Certified Coach to share his personal coaching playbook that is now the standard for coaching excellence. Ten years later, and one million miles traveled, he reveals the evolution of sales leadership and coaching mastery through his experiences working with Fortune 5000 companies and small businesses worldwide.

**Leading with Y.E.S.**

Published with the Association for Coaching. Excellence in Coaching presents cutting-edge thinking in the field of workplace coaching. This comprehensive industry guide enables coaches to achieve personal excellence in a rapidly evolving profession through a collection of best-practice material from some of the biggest names in the profession including Sir John Whitmore, Philippe Rosinski and Peter Hawkins. Part One covers the business of coaching, telling practitioners everything they need to know about setting up a coaching practice, defining the coaching requirements, building a business case and embedding best practice in workplace coaching. Part Two covers models and approaches including NLP, appreciative coaching, cognitive behavioural coaching and solution-focused coaching. Part Three considers issues around coaching including evaluating coaching programmes, ethics, and coaching supervision. This latest edition has been updated to reflect recent developments in the industry and includes a new chapter on team coaching. Excellence in Coaching is essential reading for practising coaches as well as for anyone studying coaching through the ILM, coaching training, a Master’s course, or more generally as part of a psychology or business degree.

**Coaching Psychology**

Dedicated, competent, compassionate leaders committed to the organization and determined to realize fantastic results. Yes, it can happen! Combine this workbook with our vibrant, comprehensive course and gain insights into improving organizational performance through developing key leaders. Infuse success into our culture with shrewd material designed to realize our ideal situation. Increase value with TOTAL ENGAGEMENT, then use DYNAMIC PRESENTATIONS to assuredly persuade, and finally realize decisive returns through EFFECTIVE MANAGEMENT. Depend on practical exercises and discerning guidance to hone skills and advance new habits right away. Then multiply the benefits with executive coaching and discounted refresher events that maximize value. Our success is positively worth it. Strive for enhanced leadership with session objectives designed to: Increase self-confidence in tough situations; Establish closer relationships; Align personal ambitions with group aims; Boost autonomy in others; Foster improved, active communication; Resolve problems constructively; Conquer common presentation anxieties; Become more believable and authentic; Add impact to presentations; Simplify complicated topics; Be convincing to our viewers; Implement self-coaching techniques; Establish accountability among personnel; Produce internal and intangible motivation; Achieve larger gains through focused efforts; Foster innovation to exceed expectations; Communicate with clarity and sensitivity; Delegate to accomplish and stretch. This complete course develops vital team members across the six key characteristics of leaders. Gain insights into engagement, presentations, and management aspects to realize the influence our teams require!

**Excellence in Coaching**

A state-of-the-art reference, drawing on key contemporary research to provide an in-depth, international, and competencies-based approach to the psychology of coaching and mentoring. Puts cutting-edge evidence at the fingertips of organizational psychology practitioners who need it most, but who do not always have the time or resources to keep up with scholarly research. Thematic chapters cover theoretical models, efficacy, ethics, training, the influence of emerging fields such as neuroscience and mindfulness, virtual coaching and mentoring and more. Contributors include Anthony Grant, David Clutterbuck, Susan David, Robert Garvey, Stephen Palmer, Reinhard Stelter, Robert Lee, David Lane, Tatiana Bachkireva and Carol Kaufman. With a foreword by Sir John Whitmore

**Modern Metaphors of Christian Leadership**

Self-directed learning is perhaps the Holy Grail of adult learning and for good reason. Within this seemingly simple phrase lies the battleground for the frustrations of both educator and learner as they work through the difficulties of an unequal and sometimes intense partnership.

**Supervision in Coaching**

Coaching and Mentoring for Business seeks to go beyond the vast body of skills-based literature that dominates the study of coaching and mentoring and focus on the contribution that coaching can make to the implementation of human resource strategy and organizational strategy. Grace McCarthy includes an introduction to coaching and mentoring theory, then goes on to look at coaching and mentoring skills, and how they may be applied in relation to individual change, coaching and mentoring for leaders and by leaders, coaching and mentoring for strategy, innovation and organisational change, as well as coaching and mentoring in cross-cultural and virtual contexts. Coaching and Mentoring for Business also explores ethical issues in coaching and mentoring before concluding with the evaluation of success in coaching and mentoring and a discussion of emerging issues. Key Features: Vignettes to help readers consolidate their learning by illustrating real life situations. Web links to useful academic and professional resources. A companion website with PowerPoint slides, a lecturer’s guide and self-assessment quizzes available at www.sagepub.co.uk/mccarthy. Electronic inspection copies are available for instructors.

**Level Up!**

"Outlines a focused and results-oriented plan for achieving the best results from staff members through a coaching style of management Complete with new forms, reader-friendly tables, and annotated references"—Page 4 of cover.
NLP Coaching

Welcome to The Second Cup, a collection of daily coaching messages designed to stimulate your thoughts, engage your emotions and serve as a catalyst to help you manifest your best leadership qualities each and every day. The collection of messages in this book comes from my weekly coaching newsletter, of the same name. When selecting the messages for this book from the library of newsletter editions, I used three criteria to make my choices:

1. Each message in this book has generated a number of personal responses that represents at least 30% of the subscriber base at the time of publishing, which told me that the specific message is timely and resonates.
2. Each message has generated at least one personal response that indicated a significant shift in a personal performance, resulting in tangible benefits, which told me that the content is relevant and applicable.
3. Each message has a deep personal connection to me that I felt compelled to share because it brought about some type of a shift in me, which confirms that the content is personal, not just theoretical.

The 31 messages are arranged to provide you with the flexibility to either consume the content sequentially or approach each reading based on a topic that supports a situation you may be facing on a given day.

Innovations in NLP

Published with the Association for Coaching, Excellence in Coaching presents cutting-edge thinking in the field of workplace coaching. This comprehensive industry guide enables coaches to achieve personal excellence in a rapidly evolving profession through a collection of best-practice material covering: setting up and running your coaching practice; transpersonal coaching; behavioural coaching (the GROW model); integrative coaching; solution-focused coaching; intercultural coaching; cognitive behavioural coaching; coaching and spirituality; ethics and coaching; coaching supervision; coaching and organisational development; coaching and research; coaching and professional standards.

Coaching Winning Sales Teams

This book explores contemporary metaphors of leadership from a biblical or church historical perspective. It seeks to understand the cultural, social, and organizational metaphors from the Bible and the implications for contemporary organizations. Addressing issues such as communication, mentorship, administration, motivation, change management, education, and coaching, the authors explore concepts related to both for-profit and not-for-profit organizations. This book will be a valuable addition to the leadership literature in showing how biblical leadership principles can be used in contemporary organizations.

Envisioning the Future of Reference: Trends, Reflections, and Innovations

Highly respected coaches Christian van Nieuwerburgh and David Love help you to develop your coaching practice, bridging the gap between beginner and advanced coach. You’ll have access to 15 videos that illustrate and analyse the book’s key themes, helping you to extend your learning and enhance your reflective practice, allowing you a rare extra insight into the coaching conversation. This is a must-read for trainees at the later stages of a coaching qualification, and experienced practitioners looking to broaden and develop their practice. A note to customers: Those purchasing a physical copy of the book will have an access code that allows you to access the video content. Those purchasing an ecopy will need to email digitalcontent@sagepub.co.uk with ‘ACCESS CODE REQUIRED’ in the subject line to request your access code. Please remember to indicate that this is for van Nieuwerburgh & Love ‘Advanced Coaching Practice’.

Advancing Executive Coaching

Stephen Xavier, America’s Top Coach(R), has served as a Life Coach, Executive Coach and Consultant for some of America’s biggest and most successful companies and their leaders for decades. Industry giants like ABC Television, Disney, Goldman, Sachs & Co., Credit Suisse, Northrop Grumman, GSK, Lenovo and dozens of others have utilized Stephen’s insights and expertise to train their top leaders. Widely quoted in the Wall Street Journal, Fortune and Forbes, he has been published more than 40 times globally in business, trade and academic journals and considered to be a pioneer in the Coaching profession. With whole new generations leading the world’s growing and most successful companies, these new and emerging leaders need guidance and direction in order to be the most effective leaders they can possibly be! So to become a truly great leader why not learn from the best? 

Expanding your leadership expertise every major business sector and within those sectors, C-suite leaders from Operations, Finance, IT, Marketing and Sales. His proven track record of success is unmatched. Level Up – 12 Steps to Coaching Your Team to Excellence is a guide for those leaders. Join America’s Top Coach(R) on a journey of self-discovery, growth and learning as he takes you step-by-step towards excellence as a leader and to coach your team to excellence. This book is a must-read for the current and emerging leader.

Excellence in Coaching

Coaching is rapidly growing from a young, emerging profession to one that is becoming more established on a global scale. As professional coaching grows, so does the need for a more formulated approach to regulation, ethics and individual development. In order for coaches to develop their skills and knowledge they need to make continual professional development and supervision a core aspect of their practice. Supervision in Coaching examines how coaches can use a range of professional development tools to improve and develop their coaching. Written by a team of international coaching practitioners, it provides essential guidance on this increasingly key area of coaching practice. The authors provide advice on a range of topics, including approaches to supervision, managing ethical dilemmas, the role of regulation and licensing in coaching and the development of accreditation and professional standards.

Coaching Winning Sales Teams

This book explores contemporary metaphors of leadership from a biblical or church historical perspective. It seeks to understand the cultural, social, and organizational metaphors from the Bible and the implications for contemporary organizations. Addressing issues such as communication, mentorship, administration, motivation, change management, education, and coaching, the authors explore concepts related to both for-profit and not-for-profit organizations. This book will be a valuable addition to the leadership literature in showing how biblical leadership principles can be used in contemporary organizations.
**Diversity in Coaching**

**Leadership Transition Coaching**

Offering a broad overview of consequential changes in the landscape of reference services, this guide also provides practical guidance on how to meet the new challenges they present. For the past decade, librarians have been lamenting the demise of reference services. Encouraging recent research shows that reference librarians are actually in more demand than ever; however, nearly everything about reference has changed—from technologies, tools, and techniques to models of service. What are these changes, and how can the profession respond to and prepare for shifting priorities? In this edition, business librarians Diane Zabel and Lauren Reiter bring together a host of experts to provide a wealth of fresh material, including new chapters on coaching models, as well as behavioural and transpersonal coaching, enabling coaches and trainers to adapt their approach and excel in their professional practice. With updates to incorporate the latest thinking and insights, this revised fourth edition of Excellence in Coaching also contains a wealth of fresh material, including new chapters on diversity and the coaching relationship. Featuring tips, checklists, and tools, this collection of best-practice material from some of the biggest names in the profession—including Sir John Whitmore, Peter Hawkins, and David Clutterbuck—remains essential reading for practising coaches as well as for students.

**Diversity in Coaching**

The security services industry has some of the highest level of turnover in any business, but it can be contained. By doing so, you'll be able to pay higher wages, recruit top-quality personnel, and further boost the stability of your workforce. Service to clients will improve, and supervising will get easier. In this guide to reducing turnover, the author draws on lessons from the security industry for demonstration purposes, members of any services sector company can apply its lessons to make significant dents in money-losing turnover. The major theme running throughout the book is responsibility fueled by choice: Nobody is a victim of anybody or anything, and if we want to be the best leaders we can be, then we need to make that choice and follow it up with hard work. Stop the revenue drain. Help first-line leaders who play the pivotal role in reducing turnover systematically improve their leadership skills by following the New Leadership model. Develop a retention culture in your company. All this and more in Reducing Turnover in the Services Sector.

**Reducing Turnover in the Services Sector**

Diversity in Coaching, published with the Association for Coaching, explores the impact and implication of difference in coaching. The book looks at how coaches can respond to issues of gender, generational, cultural, national and racial difference. Understanding how diversity impacts upon coaching is a crucial element to coaching effectively in today's diverse society and can give coaches the edge when responding to their coachees' needs. Written by an international team of coaching professionals, the book provides guidance on understanding diversity and how coaches can adapt coaching styles and techniques to meet individual needs, local demands and cultural preferences. It explores the impact and implication of difference in coaching, providing practical information to help coaches respond effectively to issues of diversity.

**The Coach's Toolbox**

How can you achieve coaching excellence? Use the latest research and insights from some of the biggest industry names in this fully revised fourth edition, which provides a diverse range of theory, tools and models for students and practicing coaches alike. Excellence in Coaching is a comprehensive guide presenting the latest cutting-edge thinking in the field of workplace coaching. Published with the Association for Coaching, this book covers all key components of the coaching process, and examines a diverse range of coaching models, including behavioral and transpersonal coaching, enabling coaches and trainers to adapt their approach and excel in their professional practice. With updates to incorporate the latest thinking and insights, this revised fourth edition of Excellence in Coaching also contains a wealth of fresh material, including new chapters on establishing a coaching business, neuroscience coaching, psychodynamic coaching and understanding the coaching relationship. Featuring tips, checklists, and tools, this collection of best-practice material from some of the biggest names in the profession—including Sir John Whitmore, Peter Hawkins, and David Clutterbuck—remains essential reading for practising coaches as well as for students.

**Coaching Students in Secondary Schools**

Coaching Psychology: A Practitioner’s Guide takes an in-depth look at the applications and everyday challenges faced by real-world practitioners of coaching and mentoring psychology, and is ideal as a companion to The Psychology of Coaching, Mentoring and Learning. This guide presents the first book to translate a unified approach to coaching and mentoring into a guide for practice. It is ideal for coaches, mentors, psychologists, and other professionals interested in this area of practice.

**Coaching in the Library**

The security services industry has some of the highest level of turnover in any business, but it can be contained. By doing so, you'll be able to pay higher wages, recruit top-quality personnel, and further boost the stability of your workforce. Service to clients will improve, and supervising will get easier. In this guide to reducing turnover, the author draws on lessons from the security industry for demonstration purposes, members of any services sector company can apply its lessons to make significant dents in money-losing turnover. The major theme running throughout the book is responsibility fueled by choice: Nobody is a victim of anybody or anything, and if we want to be the best leaders we can be, then we need to make that choice and follow it up with hard work. Stop the revenue drain. Help first-line leaders who play the pivotal role in reducing turnover systematically improve their leadership skills by following the New Leadership model. Develop a retention culture in your company. All this and more in Reducing Turnover in the Services Sector.

**Self-Directed Learner - the Three Pillar Model of Self-Directedness**

Want to know how your executive clients feel during coaching? This book is a practical guide for any coach and coach trainer who wants to hear the voices of leaders as they convey what is valuable to them when moving into a new role. This book provides a framework for practising coaches who want to understand the impact of coaching on leaders as they transition. The framework is grounded in research that reflects the practice and real-life experiences of several leaders. This book also provides insight to leaders, where
specific topics may resonate as they reflect on the progress of their own transition. "In today's dynamic, ever-changing and uncertain environment, this book blends academic and practical insights to explore how coaching can support transitions to leadership roles." Dr. David McGuire, Reader in Human Resource Development, Glasgow Caledonian University, Scotland. "This book provides very relevant, usable advice and examples well-suited to practitioner-level coaches and to those training them." Stephen Murphy, VP Development, EMCC Global. Mary Valette Devine and Inge Nieuwstraten have provided an engaging new take on one of the central topics leaders bring to coaching conversations: 'transitions'.” Prof. Jonathan Passmore, Professor of Coaching & Behavioural Change, Executive Director Henley Centre for Coaching, Henley Business School, UK. "Leadership Transition Coaching is a timely and valuable contribution to the literature on leadership, particularly for those navigating the challenges of changing leadership roles. A key strength of this book is the seamless blend of an evidence base from existing and original research with a focus on practical advice for leaders and coaches." Professor Carol Linehan, School of Applied Psychology, University College Cork. Mary Valette Devine is an HR Consultant, Executive Coach and Mentor. She is Fellow of the Chartered Institute of Personnel and Development (CIPD), a member of the Coaching Psychology Special Interest Group at the Psychological Society of Ireland (PSI) and a member of the EMCC. Inge Nieuwstraten divides her time between being a College Lecturer at the School of Psychology, University College Cork, Ireland, and being a Practicing Psychologist and Psychotherapist (private practice and on a primary care team).

Coaching for Performance

The Philosophy and Practice of Coaching will help to advance the global conversation about the future of coaching. The book is organized into three key sections: Foundations for Coaching, Applications of Coaching, and Organizations and Coaching, and the focus is on enabling the reader to astutely link theory and practice.

Coaching Across the Globe

Performance Coaching offers a guide to the fundamentals of coaching with an overview of all the key principles, tools and case studies you need to develop more advanced knowledge. Whether you’re thinking about becoming a coach, already running a professional coaching practice or thinking about how you can embed a coaching culture in your organization, Carol Wilson illustrates how to develop a best practice approach. Using practical tools throughout and with international case studies to illustrate the various cultural challenges coaches and managers can face. Performance Coaching is a complete resource for developing coaching in any organization. This new edition of Performance Coaching has been completely updated to offer a greater focus on building a coaching culture in organizations and the challenges that leaders face in understanding and developing a coaching approach.

The Key to Coaching. Learning. Application and Practice

Through extensive research into elite coaches in the world of business and sports, this book investigates the mindset, skills and behaviours required to be a top sales coach and provides a range of practical models, tools and techniques for sales leaders and professionals to use.

Coaching for Performance Fifth Edition

This is a fascinating book about coaching with emphasis on learning, application and practice. It covers coaching, from definitions and historical aspects to aspects of learning and change in a very pedagogical way, which helps the reader to understand, analyse, explain, learn, apply and practice the essence of coaching as collaborative process.

Excellence in Coaching

As the coach, (for example in baseball) you teach your players how to bat, pitch, steal bases, back up throws from the outfield, bunt, make the double play pivot, etc. That is your job - what we want to do is to help you have your players play their very best. For example, Sandy, your second baseman, is giving your shortstop fits with her tosses on double play attempts. What do you do about it and how do you do it? We can show you the best ways to help her and yourself as she grows in the game. You will use proven mental processes to teach new skills and to improve on old skills (and create great attitudes while you’re at it). Dr. Pierro presents twelve basic teaching/coaching strategies in a very positive manner so that you can teach your players the skills and tactics of the game more quickly, effectively, and joyfully. These strategies; including Visualization, Focusing, Anchoring, and Triggers; are presented with many examples and illustrations from real sports settings.

Relationship Coaching

This long awaited book brings together some of the most recent innovations and applications of the traditional NLP model. Each chapter describes a new model or application and contains step by step instructions or a case study on how and when to apply it. For NLP Practitioners it provides an outstanding collection of new tools and ideas to take their practice forward.

The Philosophy and Practice of Coaching

Praise for Advancing Executive Coaching "Rich in content, this book is an impressive and varied review of the field of coaching from a notable assembly of authors. It is thought provoking yet practical, and represents an important contribution to a fast-moving field. A must read for anyone interested in executive coaching and all organizations that want to implement coaching" - Marshall Goldsmith, executive coach and author of the New York Times best-sellers, MOJO and What Got You Here Won’t Get You There. "This excellent book on
executive coaching takes the reader on an exciting journey of discovery and explores the link between practice and research. A great resource for HR professionals and coaches.”

—Professor Stephen Palmer, Ph.D., director of the Coaching Psychology Unit, City University, London, United Kingdom “If you are looking for a solid evidence-based book on leadership and executive coaching – look no further. From tools and techniques to theoretical frameworks and practice advice on how to implement and measure leadership coaching – it’s all here. A must-have for the novice and experienced executive coach alike. Enjoy!” —Anthony M. Grant, Ph.D., director, Coaching Psychology Unit, University of Sydney “The book offers both tested strategies and techniques and an exploration of emerging issues and new directions.” —Cindy McCauley, Ph.D., senior fellow at the Center for Creative Leadership “The editors have compiled an ‘all-star’ roster of authors who tackle issues from implementing and evaluating coaching programs to maximizing the effectiveness of individual coaching relationships. This book will be a must-have for anyone interested in world-class executive coaching.” —Kurt Kraiger, Ph.D., 2010 SIOP President, Professor and Director of the Industrial and Organizational Psychology Program at Colorado State University

**Inspired Excellence-Knowledge, Know-how and Inspiration**

Praise for The Handbook of Knowledge-Based Coaching “Definitive, with extensive references and a commitment to connecting theory to practice in every chapter, this important contribution is a delicious and wide-ranging exploration of the lineages that have shaped the modern practice of coaching.” —Doug Silsbee, author, Presence-Based Coaching and The Mindful Coach “The translation of theories from multiple disciplines to the practice of coaching makes this book a must-read!” —Terrence E. Maltbia, senior lecturer, Adult Learning and Leadership; and faculty director, Columbia Coaching Certification Program, Teachers College, Columbia University “If you have an appetite for the scientific roots of what works best in coaching, and you are hungry for an easy-to-digest translation of the science to practice, this book is a feast and will be on your plate for many years to come.” —Margaret Moore (Coach Mag), founder and CEO, Wellcoaches Corporation; and codirector, Institute of Coaching, McLean Hospital, Harvard Medical School “Whether you’re a beginner or an experienced coach, this rollicking ride through dozens of the most important theories and perspectives in coaching will be a vital companion. With quick and helpful summaries of key ideas and their use-and-selective bibliographies should you wish to go deeper into a particular area—this book will help you support your clients in a targeted and sophisticated way.” —Jennifer Garvey Berger, author, Changing on the Job: Growing the Leaders Our Organizations Need; and coeditor, Executive Coaching: Practices and Perspectives “This is a book I have been missing. What a pleasure to read and what a strength of my mind.” —Kim Garvin, senior consultant, Copenhagen Coaching Center “Anyone who is serious about improving the quality of coaching will find The Handbook an invaluable resource that reflects the breadth and richness of the growing evidence-based approach to coaching practice.” —David Clutterbuck, visiting professor in the coaching and mentoring faculties, Oxford Brookes and Sheffield Hallam Universities

**Coaching and Mentoring for Business**

This book gives a useful overview of the situation of coaching across the globe by presenting the benchmark results of the Bresser Consulting Global Coaching Survey and giving a supplementary update highlighting the latest coaching developments to 2013. The Global Coaching Survey covered 162 countries and, for the first time, systematically examined the situation and development of coaching in the world overall, in each continent, region and country. It set new standards in the field and is a benchmark since. In 2010, the renowned international magazine Coaching at Work included the Bresser Consulting Global Coaching Survey in the list of main achievements of the coaching industry. Several thousand companies and individuals have downloaded the survey results from Bresser Consulting and the high interest in the findings is unchanging. Besides the results' high practical relevance and applicability, the research project has also triggered lots of further local and regional research initiatives and has served as a role model and template for others' global research since. Interestingly, the basic findings of the Global Coaching Survey, while conducted in 2009, are still valid today, when compared with all subsequent research into the topic. For all these reasons, the publication of the benchmark results of the Global Coaching Survey in paperback and e-book form in the regular book trade was overdue, brought up to date with a supplementary chapter highlighting the latest developments to 2013. Author: Frank Bresser, Receiver of Global HR Excellence Award 2011 Editor: Amanda Bouch This book is available in the book trade as paperback (b/w and colour) and as e-book (fully in colour). Please note that the paperback version bought in and sent from Germany includes a great number of pages in colour. Other print versions are in black and white. We recommend downloading the basic colour digital pdf version of the Global Coaching Survey (included in Part II of th

**Advanced Coaching Practice**

What are the essential skills needed to set up and run a successful coaching practice? Coaching is the new growth industry in the UK and coaching as a profession is increasingly becoming an attractive option for motivated professionals. Achieving Excellence in Your Coaching Practice provides a practical and accessible guide to the business skills needed to succeed as a self-employed coach. It focuses on every aspect of setting up and developing a professional and successful coaching practice, including discussion of how to market your business, manage your resources, assess risk, and promote a professional image. Assuming no prior knowledge or experience of running a business, this book provides an invaluable guide to the major financial, legal and practical issues involved in setting up a coaching practice. It will be welcomed by all coaches, whatever their level of experience.

**An Introduction to Coaching Skills**

This fully updated second edition of Cognitive Behavioural Coaching in Practice explores various aspects of coaching from within a cognitive behavioural framework. In response to the continued growth in the popularity and scope of coaching and cognitive behavioural therapy, Michael Neenan and Stephen Palmer again bring together experts in the field to discuss the most important themes, issues and skills. The book is full of examples that illustrate throughout, with coach-coachee dialogues that include a commentary of the aims of the coach during the session. This second edition is fully updated and includes three new chapters on single-session coaching, health and wellbeing coaching and coaching supervision. Part of the Essential Coaching Skills and Knowledge series, this comprehensive volume will be essential reading for coaches, as well as therapists, counsellors and psychologists.
Goal-Focused Coaching

This book offers a comprehensive, practical guide to goal-focused coaching. Addressing a significant gap in the literature, Ives and Cox contextualize goal-focused coaching within the broader coaching framework and explain the efficacy of this approach across a number of contexts and applications. The book draws on behavioral science, rather than humanistic psychology, to provide a well-researched, evidence-based guide that includes: A detailed examination of the theoretical underpinnings of this approach A discussion of the skills, models and formats for goal-focused coaching Cutting edge insights into barriers to coaching and managing the coaching relationship Summaries, vignettes, references, and diagrams to aid learning Goal-Focused Coaching will be of interest to students taking classes in coaching, as well as professional executive coaches.

Achieving Excellence in Your Coaching Practice

Coaching delivers high performance in you, your team, and your organization. “Coaching for Performance is the proven resource for all coaches and pioneers of the future of coaching.” – Magdalena N. Mook, CEO, International Coach Federation (ICF) “Shines a light on what it takes to create high performance.” - John McFarlane, Chairman, Barclays, Chairman, TheCityUK Coaching for Performance is the definitive book for coaches, leaders, talent managers and professionals around the world. An international bestseller, featuring the influential GROW model, this book is the founding text of the coaching profession. It explains why enabling people to bring the best out of themselves is the key to driving productivity, growth, and engagement. A meaningful coaching culture has the potential to transform the relationship between organizations and employees and to put both on the path to long-term success. Written by Sir John Whitmore, the pioneer of coaching, and Performance Consultants, the global market leaders in performance coaching, this extensively revised and extended edition will revolutionize the traditional approach to organizational culture. Brand-new practical exercises, corporate examples, coaching dialogues, and a glossary strengthen the learning process, whilst a critical new chapter demonstrates how to measure the benefits of coaching as a return on investment, ensuring this landmark new edition will remain at the forefront of professional coaching and leadership development.

Performance Coaching

This extensively revised and expanded new edition clearly explains the principles of coaching, with illustrations from business and sport.

Leadership Excellence Course

This bestselling book introduces you step-by-step to the key skills needed to become a successful coach. Supported by an Online Resource site with over 70 videos of coaching in action, this practical book will be an invaluable resource for novices and trainee coaches. To access the exclusive SAGE Videos, please see the code on the inside front cover of your textbook and click on “Login” above. If you have purchased the eBook from Amazon or another online retailer, please email UK.DigitalContent@sagepub.co.uk

Excellence in Coaching

Relationship Coaching provides a comprehensive guide to coaching to achieve relationship success and enrichment in three main areas: to help single people to form and secure stable relationships, to assist couples seeking to enhance their relationship and to support parents looking to improve their relationships with their children. Yossi Ives is an experienced relationship coach and Elaine Cox is an expert on developmental coaching approaches. They explain how the fundamental elements of coaching are customized and adapted to meet the needs of relationship enhancement. The book introduces specific coaching theories, processes and techniques through the use of practical case studies, which provide insight into a range of applications and contexts, and introduces new ways of approaching marriage and singles coaching. Relationship Coaching combines an accessible, practical guide with a strong theoretical underpinning. It will be an essential guide for coaches, counsellors and students, as well as other professional helpers including social workers and ministers.

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