

The Tao Of Coaching: Boost Your Effectiveness At Work By Inspiring And Developing Those Around You (Profile Business Classics)

*Unlock the magnificence in yourself and others Born to Lead is a powerful book of transformation that shows every woman how to unlock the genius of her uniquely feminine style of leadership, and use it in her life. Starting with the Feminine Principle, it helps you add four new behaviors-keys that open a path for conscious self-examination. Through examples, directed exercises, and guided practices, this book helps you: * Understand how behavior models affect your life ... and how it can be changed * Identify personal areas where you are thriving or merely surviving ... and use appetite and desire to create a new Capacity for life * Move beyond nonproductive beliefs and behaviors, and learn to recognize and tell the Truth about yourself * Develop your Voice and take a Stand to define yourself as an individual and a leader*

This book will teach you a new way to communicate which gets to the heart of things! By asking Clean Language questions to explore the metaphors which underpin a person's thinking, you can help people to change their lives in a way that intrinsically respects diversity and supports empowerment. Both you and they will gain profound new insights into what makes them tick. The approach was originally used to help clients to resolve deep trauma. It is now being used to get to the truth and to solve complex problems by some of the sharpest and most innovative people in the world - coaches, business people, educators, health professionals and many others.

Neuro-Linguistic Programming (NLP) is the psychology of excellence. It is based on the practical skills that are used by all good communicators to obtain excellent results. These skills are invaluable for personal and professional development.

The Provocative and Practical Guide to Coaching Agile Teams As an agile coach, you can help project teams become outstanding at agile, creating products that make them proud and helping organizations reap the powerful benefits of teams that deliver both innovation and excellence. More and more frequently, ScrumMasters and project managers are being asked to coach agile teams. But it's a challenging role. It requires new skills—as well as a subtle understanding of when to step in and when to step back. Migrating from “command and control” to agile coaching requires a whole new mind-set. In Coaching Agile Teams, Lyssa Adkins gives agile coaches the insights they need to adopt this new mind-set and to guide teams to extraordinary performance in a re-energized work environment. You'll gain a deep view into the role of the agile coach, discover what works and what doesn't, and learn how to adapt powerful skills from many allied disciplines, including the fields of professional coaching and mentoring.

Coverage includes Understanding what it takes to be a great agile coach Mastering all of the agile coach's roles: teacher, mentor, problem solver, conflict navigator, and performance coach Creating an environment where self-organized, high-performance teams can emerge Coaching teams past cooperation and into full collaboration Evolving your leadership style as your team grows and changes Staying actively engaged without dominating your team and stunting its growth Recognizing failure, recovery, and success modes in your coaching Getting the most out of your own personal agile coaching journey Whether you're an agile coach, leader, trainer, mentor, facilitator, ScrumMaster, project manager, product owner, or team member, this book will help you become skilled at helping others become truly great. What could possibly be more rewarding?

Lao Tzu's Tao Te Ching Adapted for a New Age

Principles of NLP

Inspire yourself and others

Unlocking the power of personal and business coaching through a captivating story

Self-Leadership

Secrets of Success from Women Who Have Leveled Up in Life, Health and Business

Born to Lead

The Coaching Bible

Americans love heroes. And NASCAR 50 Greatest Drivers showcases NASCAR's exciting heroes through bold photography and interviews that deliver a unique insight into the lives of these legends of stock car racing. As part of its 50th anniversary celebration, NASCAR polled a group of motorsports experts to select the fifty drivers whose achievements both span and epitomize NASCAR's first half-century of accomplishment and growth. These are the top NASCAR drivers--selected as the best of all NASCAR divisions dating back to the first NASCAR-sanctioned races in 1948. From pioneer drivers racing on the Daytona Beach-Road Course and dirt ovals to today's era of flashy colors and screaming engines running on speedways across the nation--here is the lineage of NASCAR's very best. Some drivers had long and storied careers. Others had brief but spectacular ones. All are legends. "These are the drivers who made and make NASCAR fans stand on their feet and cheer. These are the drivers who made NASCAR history." -- NASCAR President, Bill France, Jr. Since its founding in 1947, the France family has built NASCAR (the National Association for Stock Car Auto Racing) from a small, family-run racing organization into a \$2-billion-a-year industry--the leader in motorsports entertainment. Today, over 5.5 million people a year attend NASCAR Winston Cup Series races and nearly 150 million watch the action on television. "Looking back, I think the days of Petty and Pearson were very special for the sport. They became heroes to an awful lot of people, many of whom weren't car racing fans. They opened doors for the sport and welcomes the rest of us." -- Darrell Waltrip "These are the men who define the competition of our sporty." -- NASCAR President, Bill France, Jr. Their battles brought attention to NASCAR--their character and grit brought attention to themselves. Now, NASCAR 50 Greatest Drivers celebrated the men who set the standards and established the traditions: Pioneers, including Herb Thomas, Buck Baker, Tim Flock, Junior Johnson, Lee Petty, and NASCAR's first champion--Red Byron. Challengers like Cotton Owens, Ralph Earnhardt, and LeeRoy Yarbrough. Giants Richards Petty, David Pearson, Bobby Allison, and Ray Henrick. The New Generation--A.J. Foyt, Neil Bonnett, Benny Parsons, and Darrell Waltrip. Future Legends, Dale Earnhardt, Jeff Gordon, Bill Elliott, and Rusty Wallace. And many more! All captures here, as NASCAR honors its past and present--the greatest drivers to ever strap themselves into a stock car!

The Tao of Leadership is an invaluable tool for anyone in a position of leadership. This book provides the most simple and clear advice on how to be the very best kind of leader: be faithful, trust the process, pay attention, and inspire others to become their own leaders. Heider's book is a blend of practical insight and profound wisdom, offering inspiration and advice. This book is used as a Management/Leadership training text by many Fortune 500 corporations, including IBM, Mitsubishi, and Prudential. What others are saying about this book: This is a particularly readable and accessible version of a great but difficult work. - Publisher's Weekly

Containing the largest bank of test questions on the market, How to Pass Advanced Verbal Reasoning Tests provides advice, practice and exercises to help you prepare for the rigorous tests used by employers, helping you to build up speed, accuracy and confidence. Testing expert Mike Bryon offers practice on a range of areas, including: - English usage - Written assessments - Presentations - Group exercises - Assessment centres Including four timed realistic tests with interpretations of your score, How to Pass Advanced Verbal Reasoning Tests covers word links, word swaps, sentence sequence, decision analysis, reading comprehension as well as critical reasoning, giving you everything you need to boost your ability and face the challenge head on.

The ultimate self-learning guide to sailboat racing In this practical self-coaching guide for the serious racing buff, veteran sailing coach Jon Emmett explains how anyone can improve his or her sailing technique in manageable stages. By breaking down racing into 20 key topics, Emmett shows how aspiring yacht and dinghy racers can learn to measure their own strengths and weaknesses and improve key skills step by step. The book also includes practical tips and wisdom from Olympic champions including Paul Goodison and Joe Glanfield.

The Leadership Pipeline

Revealing Metaphors and Opening Minds

Follow Your Strengths and Skills to Great Public Speaking

Cultivating Female Sexual Energy

Unlock the Magnificence in Yourself and Others

The Tao of Leadership

How to Radiate Confidence, Attract Others, and Demand Re

Clean Language

Many leaders are unaware of the amazing power of questions. Our conversations may be full of requests and demands, but all too often we are not asking for honest and informative answers, and we don't know how to listen effectively to responses. When leaders start encouraging questions from their teams, however, they begin to see amazing results. Knowing the right questions to ask—and the right way to listen—will give any leader the skills to perform well in any situation, effectively communicate a vision to the team, and achieve lasting success across the organization.

Thoroughly revised and updated, Leading with Questions will help you encourage participation and teamwork, foster outside-the-box thinking, empower others, build relationships with customers, solve problems, and more. Michael Marquardt reveals how to determine which questions will lead to solutions to even the most challenging issues. He outlines specific techniques of active listening and follow-up, and helps you understand how questions can improve the way you work with individuals, teams, and organizations. This new edition of Leading with Questions draws on interviews with thirty leaders, including eight whose stories are new to this edition. These interviews tell stories from a range of countries, including Singapore, Guyana, Korea, and Switzerland, and feature case studies from prominent firms such as DuPont, Alcoa, Novartis, and Cargill. A new chapter on problem-solving will help you apply questions to your toughest situations as a leader, and a new "Questions for Reflection" section at the end of each chapter will help you bring Marquardt's message into all of your work as a leader. Now more than ever, Leading with Questions is the definitive guide for becoming a stronger leader by identifying—and asking—the right questions.

Using new coaching skills at work can be pretty daunting. Thinking up questions "in the moment" can put you under extra pressure, and when you're already stretching into a new way of talking to your team that can feel stressful. You want to use your new coaching conversation skills, but you don't have time to create questions to support you. What if you had a collection of ideas for questions to ask in some of the most common conversations at work? Conversations like these: 1. Creating performance objectives 2. Coaching under performance 3. Creating career goals 4. Debriefing a project 5. Identifying motivators 6. Creating better work-life balance 7. Coaching over or under-utilization 8. Encouraging involvement 9. Exploring talents 10. Coaching for retirement 11. Coaching a workplace returner 12. Presentation skills coaching 13. Coaching a sensitive personal issue 14. Coaching to embed learning 15. Coaching to explore sales outcomes 16. Growing HR Business Partner skills 17. Growing a Coaching Culture 18. Backwards Coaching 19. Event Planning 20. Solution focused coaching questions This book contains over 500 coaching style questions to help you grow your confidence in conversations that drive accountability and results. Use it as a guide to design your own conversations, or use it to help your team reflect on what they might like to talk to you about, or you can even use it as a companion for delivering training programs that teach coaching. Here's what readers have said: "A vital guide to coaching conversations at work to deliver great business results" Graham Alexander, founder of the Alexander Corporation, originator of the GROW model and author of SuperCoaching and Tales from the Top. "A brisk, no nonsense style eBook which will be truly helpful to people who want to coach their team," Alison Hardingham - International Best Selling author of eight books, and Director of Business Psychology at Yellow Dog Consulting UK. 'Easily the best collection of coaching questions I've ever come across. As a professional coach whose clientele consists primarily of managers and executives, I know that I will be using many of the pages of this wonderful little book many, many times.' Pierre Gauthier Certified Integral Coach (TM), Canada Inside this book, you will find a toolkit for building your coaching confidence, along with ideas of how to use a coaching approach to support your team into a more positive and engaging culture.

A new, enlarged edition of the bestselling leadership guide, with extensive new material.

20 Goals for Racing Success

Emotional Intelligence

The Coaching Manual ePub eBook

The Principles and Practice of Coaching and Leadership UPDATED 25TH ANNIVERSARY EDITION

The Secret Code to Uncommon Leadership

Systems for Better Coaching and Performance in Sport

Adventures in Coaching

Coaching Archery

Do you struggle to hold eye contact? Does it make you feel unconfident, uncomfortable, and self-conscious? Or do you just want to appear more charismatic and confident? Then Superhuman Eye Contact has the insightful tips and innovative exercises you need to become an eye contact expert - overnight. If you are bad at eye contact, people will assume that you are creepy or untrustworthy. If you are merely average at eye contact, you won't be negative, yet you won't be memorable either. But if you are SUPERHUMAN at eye contact, you will instantly make an impression and have people clamoring for your attention. All this because of eye contact? Absolutely. If the amount of eye-related phrases in our vocabulary is any indication, (the eyes are the window to the soul...) yes! Eyes are what people use as a guide to your overall character. Mastering eye contact is essential to becoming the person you've always wanted to be. What tips and exercises from years of coaching eye contact will you learn? * The #1 obstacle to strong eye contact and the two best ways to crush it. * Exactly how and when to break eye contact gracefully. * How to alter your eye contact for meaningful flirting. * What your eyes should never be doing, though you probably do it daily. * How the direction someone looks in can determine their truthfulness. * How to adjust your eye contact according to emotional and physical space. Real, actionable advice that can actually affect your life. How will your daily life improve? * You will project an image of confidence and poise. * You will force others to respect you and your presence. * You will become more captivating without having to say a word. * Your charisma quotient will skyrocket. * Interactions with the opposite sex will improve tenfold, guaranteed. * Most importantly you will feel comfortable making eye contact with anyone, stranger or friend... and use it to make them comfortable with you. Don't hesitate to pick up your copy today by clicking the BUY NOW button at the top of this page!

For the first time in history, we have instantaneous access to the world's knowledge. There has never been a better time to learn, to create and to improve ourselves. Yet, rather than being empowered by this information, we're often left feeling overwhelmed, paralysed by believing we'll never know or remember enough. This eye-opening and accessible guide shows how you can easily create your own personal system for knowledge management, otherwise known as a Second Brain. A trusted and organised digital repository of your most valued ideas, notes and creative work, a Second Brain gives you the confidence to tackle your most important projects and ambitious goals. From identifying good ideas, to organising your thoughts, to retrieving everything swiftly and easily, it puts you back in control of your life and information. Discover the full potential of your ideas and make powerful, more meaningful improvements in your work and life by Building a Second Brain.

Coaching is one of the most sought-after leadership skills - vital for anyone who wants to develop a team of people who will perform effectively, but are also motivated and relish working together. It's also a dynamic discipline which, in recent years, has developed and grown to embrace theory and practice from a wide range of other disciplines, frameworks and models. Mastering Coaching starts by asking what skills an effective coach must now possess to boost the performance of their coachees. In response, it summarises the most important research in areas such as neuroscience, sports psychology and mindfulness, positive psychology, mastery and goal-setting and offers a clear, simple and practical guide to how this new thinking can help coaches and managers to develop their own coaching practice. Written by Max Landsberg, executive coaching and professional development expert and author of the perennial bestseller The Tao of Coaching, Mastering Coaching goes beyond the basics of coaching by providing insights which offer a proven route map to coaching success. Practical and jargon-free, the book will equip readers with the techniques and tools necessary to take their coaching to the next level. Why fight your way to the top when you can rise to it? Let go of the obsession to win—and you will be victorious. Acknowledge your vulnerabilities—and turn them into strengths. Find the courage to risk failure—and begin your journey to success. That is the secret of the TaoAthlete, and in this remarkable book t'ai chi expert Chungliang Al Huang and renowned professional and Olympic sports psychologist Jerry Lynch teach you the time-honored principles of successful performance—whether on the playing field, in the office, or in your relationships. By mastering the unique strategies and mental exercises of the TaoAthlete, you'll unlock the extraordinary powers of body, mind, and spirit that will lead you to victory in any field of endeavor. Praise for Thinking Body, Dancing Mind “This gives you a positive mental perspective and provides good focus for your mind—unconscious and conscious.”—Phil Jackson, coach of the Los Angeles Lakers “Warning: If you're completely content with your life, don't read this book. But if you'd like to break through to higher levels of performance, understanding, and happiness . . . this book is magic.”—Larry Dossey, M.D., author of Meaning & Medicine and Healing Words “In six months my level of performance has grown more than in the previous ten years of athletic training. Using Taoist principles of performance has pushed me to levels I never dreamed possible.”—Steven Gottlieb, all-American 1989 NCAA Tennis Division III champion “Bringing Eastern thought to the Western world of sport really works. . . . My game has improved immensely.”—Vince Stroth, offensive guard, Houston Oilers, NFL “The Tao is responsible for me turning my life around, athletically and personally. I am now able to believe in myself and perform to my capability.”—Regina Jacobs, U.S. Olympic Track Team

Coaching

From Practice to Theory

For Beginning to Intermediate Coaches

How to Pass Advanced Verbal Reasoning Tests

How To Become A Great Boss

A Proven Method to Organize Your Digital Life and Unlock Your Creative Potential

How to Build the Leadership-Powered Company

Winning rules for getting and keeping the best employees

Widely recognised as a leading practical handbook on coaching, The Coaching Manual combines an understanding of coaching principles, skills, attitudes and behaviours, along with practical guidance and a comprehensive tool kit for coaches. The Coaching Manual demystifies the full coaching process, from first step to final meeting. This is the complete guide to coaching and includes: models, perspectives, skills, case studies, tips and advice.

A new edition of the bestseller • The first book to reveal in the West the Taoist techniques that enable women to cultivate and enhance their sexual energy • Reveals Taoist secrets for shortening menstruation, reducing cramps, and compressing more chi into the ovaries for greater sexual power • Teaches the practice of total body orgasm For thousands of years the sexual principles and techniques presented here were taught by Taoist masters in secret only to a small number of people (sworn to silence), in the royal courts and esoteric circles of China. This is the first book to make this ancient knowledge available to the West. The foundation of healing love is the cultivation, transformation, and circulation of sexual energy, known as jing. Jing energy is creative, generative energy that is vital for the development of chi (vital life-force energy) and shen (spiritual energy), which enables higher practices of spiritual development. Jing is produced in the sexual organs, and it is energy women lose continually through menstruation and child bearing. Mantak Chia teaches powerful techniques developed by Taoist masters for the conservation of jing and how it is used to revitalize women's physical, mental, and spiritual well-being. Among the many benefits conferred by these practices are a reduction in the discomfort caused by menstruation and the ability to attain full-body orgasm.

The antidote to navigating turbulent times isn't more rules. It is timeless virtue that creates sustainable value. Thoughtful leaders are keenly aware of the enormous challenge they face to drive high performance in a world that continues to ratchet up pressure and uncertainty. Some leaders respond by getting tough and establishing strict rules. They get people in line, but they don't inspire excellence. Wise leaders, on the other hand, help their people practice character to navigate their way through the turbulence—without lowering performance expectations. As a result, their people are more reliable under pressure. Exception to the Rule links ancient wisdom with contemporary science on high performance, teamwork, and engagement. Building an organizational culture based on classical virtues—of trust, compassion, courage, justice, wisdom, temperance and hope—is both strategically smart and a better way to live. Exception to the Rule walks you through the steps of helping everyone in your organization focus on character defined by virtue. The word virtue means excellence, which is why each one is essential to help people perform at a high level despite uncertainty and pressure. Under character-based leadership, teams work better together, creativity flourishes and engagement increases. The most powerful idea of Exception to the Rule is this: character defined by virtue is not based on birthright; it can be learned and practiced. Everyone can develop habits to become better than they were. While character cannot be legislated, character can be cultivated. As virtue proves its value, the culture you have can evolve into the culture you need.

Use the full power of your mind and accelerate your performance Using the most effective insights from psychology and neuroscience you can be more effective, more resourceful and develop the sharpest of business brains. The latest in modern science combined with expert, inspiring advice will get you thinking about exciting ways to use your whole brain to work smarter, thrive under pressure, make better decisions, boost your creativity and take your business acumen to a whole new level. So open this book, fire up your synapses and fine tune your mind for business.

Coaching for Performance Fifth Edition

Exception to the Rule: The Surprising Science of Character-Based Culture, Engagement, and Performance

The Three Levels of Leadership 2nd Edition

The Tools Of Leadership

Vision, Inspiration, Momentum

Speak Like Yourself--no, Really!

Over 500 Practice Questions

Coaching Agile Teams

A new, revised and completely updated edition of the bestseller about what it takes to be an effective and inspiring leader. The author of the The Tao of Coaching Leadership can be learned. This practical and compelling guide offers the tools and help you build the necessary skills. It will enable any manager and executive to hone their skills in leading teams, departments and indeed whole corporations. At a time when leadership is not the exclusive territory of the CEO - each of us in a position of having to lead something at sometime - this book is relevant to practically anyone, especially those who are in management or aspire to it. Landsberg argues that anyone who personally engages with his team to create Vision and Momentum will almost certainly be regarded as a leader. This book shows you how to do that.

Boost Emotional Intelligence in any situation to achieve exceptional results for any organisation As organisations around the world are putting more focus on the mindset and wellbeing of staff, the need to develop Emotional Intelligence (EI) has never been greater. Emotional Intelligence in the workplace—including the five key concepts of self-awareness, self-regulation, empathy, social skills, and motivation—can help you and your team achieve exceptional results.

motivation—is defined as your ability to identify and manage your personal emotions and the emotions of your colleagues and workers. Emotional Intelligence is in high demand and is expected to become an essential component of success in the workplace. Emotional Intelligence: A Simple and Actionable Guide to Increasing Performance, Engagement and Ownership is designed to help you master EI and empower you to achieve the very best outcome for everyone in your organisation. Cutting through the noise and dispelling the myths about EI, this practical, easy-to-use resource provides clear guidance, powerful tools, and actionable strategies for developing and implementing EI in the workplace for immediate results. Amy Jacobson, an experienced EI specialist, leader, trainer and coach, shares the tools, methodologies, concepts and actions that increase EI in any situation. Packed with practical examples and case studies, insightful questions, and useful diagrams to create action, this must-have guide: Offers a practical methodology—Own It, Face It, Feel It, Ask It, and Drive It—to help you understand and immediately implement Emotional Intelligence principles in both your personal and professional life Increases your Emotional Intelligence in the workplace to enable you to lead, inspire and energise staff, support empathy and self-awareness, and drive high levels of performance Improves the way you handle pressure environments, manage challenging situations, and interact with people with different communication styles Helps you solve difficult problems in the workplace such as loss of purpose and engagement, cultural issues, poor communication, and low productivity Provides concrete steps for eliminating negative behaviors and for owning the role you play, your impact on others, and the decisions and choices you make Emotional Intelligence: A Simple and Actionable Guide to Increasing Performance, Engagement and Ownership is an indispensable book for anyone interacting with others in the workplace, especially those with leadership responsibilities such as senior executives, board members, department heads, managers and supervisors.

This collection of essays and reviews represents the most significant and comprehensive writing on Shakespeare's A Midsummer Night's Dream. Miola's edited work also features a comprehensive critical history, coupled with a full bibliography and photographs of major productions of the play from around the world. In the collection, there are five previously unpublished essays. The topics covered in these new essays are women in the play, the play's debt to contemporary theater, its critical and performance history in Germany and Japan, the metrical variety of the play, and the distinctly modern perspective on the play as containing disturbing elements. To compliment these new essays, the collection features significant scholarship and commentary on A Midsummer Night's Dream of Errors that is published in obscure and difficult-to-accessible journals, newspapers, and other sources. This collection brings together these essays for the first time.

Discover the power of coaching through an entertaining and lively story that will develop the skills and understanding to coach effectively. In this groundbreaking new approach to learning how to coach, join Alice on an adventure as she learns the fundamental principles of personal and business coaching. Meet a host of fanciful characters who will help you understand how to listen, how to ask questions effectively and how to have a coaching conversation from start to finish. Adventures in Coaching introduces Coaching as an approach for managing people, improving performance and solving problems. Research shows that learning is often better retained when made fun and stimulating. This book delivers the most rigorous and advanced teaching of coaching theory, including the GROW model, in a uniquely engaging and mesmerising manner. The structure and sequence of the material is based on a tried and tested progression that the author has refined through his training and workshops with thousands of people. The book is brought to life through relevant coaching conversations and practical examples as Alice puts her learning into practice. "Why are you talking about me in the third person, Ben? I'm right here." "Alice! Hello. I'm just introducing the book." "Have you said that I'm the star of the story?" "Of course, Alice." "Ben, can I introduce Rita and Ronald?" "Er... well... I'm not sure we should start with talking animals, this is a serious book." "Of course we should. Rita is a turtle who is an expert coach. She's taught Ronald and I how to coach. Oh, and Ronald is a fish!" "Thank you, Alice!" Coaching is brought to life when Alice is faced with some tough coaching conversations and she applies her new learning to the clients she works with. Both new and experienced coaches, as well as managers and leaders, will improve their skills of listening, asking questions and exploring ideas. "Goodbye, Ben. I can't wait to tell the story."

The Tao of Coaching

Winning with Employees

A Simple and Actionable Guide to Increasing Performance, Engagement and Ownership

Women Who BossUp

Ritual for Jewish Worship

How Leaders Find the Right Solutions by Knowing What to Ask

Be Your Own Sailing Coach

Superhuman Eye Contact

Together, these authors have more first-hand experience in leadership development and succession planning than you're likely to find anywhere else. And here, they show companies how to create a pipeline of talent that will continuously fill their leadership needs—needs they may not even yet realize. The Leadership Pipeline delivers a proven framework for priming future leaders by planning for their development, coaching them, and measuring the results of those efforts. Moreover, the book presents a combination leadership-development/succession-planning program that ensures a steady line-up of leaders for every critical position within the company. It's an approach that bolsters the retention of intellectual capital as it eliminates the need to go outside for expensive "stars," who will probably jump ship before they reach their full potential anyway.

Understand all the aspects of becoming an executive coach, from acquiring training to marketing your practice, with Executive Coaching: Building and Managing Your Professional Practice. Hands-on information on topics like acquiring the right training and making the transition from other fields is written in an accessible manner by a successful and experienced coach. Whether you're a novice or an established coach looking to expand your practice, you will benefit from the step-by-step plan for setting up and operating a lucrative executive 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.

getAbstract Summary: Get the key points from this book in less than 10 minutes. Drawing on 30 years of experience, coaching expert Max Landsberg updated and expanded this third edition of his bestseller. He organizes his model - which shows how to conduct Socratic coaching by asking strategic questions - into concise chapters, each articulating a main concept. Chapters begin with a relevant cartoon and a pithy motto, and close with charts showing the problems that Landsberg addressed and the solutions he suggested. Multiple appendices give managers specific evaluation tools and exercises. Landsberg teaches the real, heavy lifting of building up people's achievements in the workplace. Happily, his book is not burdensome; it's highly readable and sliced into easily digested bites. He helps you exercise a psychological skill, one on one, without drifting into therapeutic counseling. getAbstract recommends Landsberg's enlightened, easy-to-use "toolkit" to anyone seeking to become a great coach and to those who are being coached. Book Publisher: Profile Books

The Tao of Coaching (Summary)

A Mind for Business

The Tao of Loyalty

Healing Love through the Tao

A Toolkit of Coaching Conversations for Managers & Leaders

The Tao of Motivation

Notational Analysis of Sport

The Definitive Guide to Personal Excellence

'The art of coaching is recognising the situation, recognising the people and responding to the people you are working with... that's the big thing, to handle people'. Steve Harrison, Coach, Middlesbrough Football Club. Responding to the fast growing subject in academic sports departments, this groundbreaking new coaching studies text offers a view that focuses the coach as a person and the coaching practice as a complex social encounter. Unlike existing titles in the field which look at coaching as a science, this book examines the personalities, histories, relationships and individual styles of eight coaches at the top of their profession. One-to-one interviews with some of the best-known and respected elite sports coaches include Steve Harrison, Hope Powell and Graham Taylor from football; Ian McGeechan and Bob Dwyer from rugby; Di Bass from swimming; Lois Muir from netball; and Peter Stanley from athletics; and form the basis for subsequent exploration of four key themes in sports coaching: * coaching pedagogy * the coach's role * the coach's interaction with athletes * the coach's power. This text will be of significant interest to students of coaching science and sports science, and will appeal to the considerable body of amateur sports coaches with an interest in the styles of those at the top.

The workplace is now smarter and more competitive than ever, so it pays for managers to be alert to the ways that good staff can be attracted and motivated. Bestselling author Jeffrey J. Fox has created How To Become A Great Boss for anyone who manages staff and wants to inspire excellence and loyalty. It demonstrates how fostering teamwork within a network of support will create the workforce you want and help you to stay on top. The great boss simple success formula includes: --Hire only top-notch people --Put the right people in the right job --Listen to your staff --Remove frustration and barriers that fetter the people --Say 'thank you' publicly and privately Jeffrey J. Fox, renowned for his innovative approach to business, has pondered the problem of acquiring great workers and motivating them to excel, and come up with this pithy and effective collection of rules to achieve these aims.

In today's business environment, people, rather than products, technology and processes, are increasingly becoming the crucial factor in differentiating profitable organizations from those that are not. It is therefore important to understand employee commitment and loyalty in organizations. This book begins by defining loyalty, the types of loyalty (emotional and behavioural) and how these can be measured and interpreted. The author discusses the potency of combining the two types of loyalty to segment employees into different categories which can then yield loyalty rankings. He goes on to discuss the elements that can be tweaked and managed and which impact on the loyalty scores of an employee. This book concludes with the processes involved in building accountability in order to ensure that everyone in the organization is aligned to, and expends energy in, building employee loyalty.

From the bestselling author of The Tao of Coaching comes a book on how to motivate and inspire others - and yourself! Motivation is much more than just a few words of praise. It is an essential skill which anyone can learn, and with which you can have an indelible, positive impact on yourself and others. Yet most of us are never taught this crucial life skill. In this book, bestselling author Max Landsberg fills that gap, providing simple tools, tips and techniques that really work. One of the key points of the book is, you cannot motivate someone else if you are not motivated yourself. Landsberg examines what it takes to motivate yourself, at work and at home, as the basis for inspiring and motivating those around you.

Leading with Questions

NASCAR 50 Greatest Drivers

The Definitive Guide to The Process, Principles and Skills of Personal Coaching

Executive Coaching

Get inside your head to transform how you work

The essential handbook

Essential Questions to Grow Your Team

The essence and success of The Tao of Coaching has always been its focus on the practical tips and techniques for making work more rewarding through the habit of coaching - and this philosophy continues to underpin this brand new reissue. The book's premise is simple: that to become an effective coach, managers and leaders need master only a few techniques, even though mastery obviously requires practice. Each chapter focuses on a

specific technique - or Golden Rule - of coaching to help practice make perfect. Tried and tested by generations within and beyond the workplace, this succinct and engaging book gives readers the tools to: - create more time for themselves, by delegating well - build, and enjoy working with, effective teams - achieve better results - enhance their interpersonal skills. It demonstrates that coaching is not simply a matter of helping others and improving performance, but is also a powerful force for self-development and personal fulfilment.

Written by the scholars who first developed the theory of self-leadership (Christopher P. Neck, Charles C. Manz, & Jeffery D. Houghton), Self-Leadership: The Definitive Guide to Personal Excellence offers powerful yet practical advice for leading yourself to personal excellence. Grounded in research, this milestone book is based on a simple yet revolutionary principle: First learn to lead yourself, and then you will be in a solid position to effectively lead others. This inclusive approach to self-motivation and self-influence equips readers with the strategies and tips they need to build a strong foundation in the study of management, as well as enhancing their own personal effectiveness.

The Tao of Coaching Boost Your Effectiveness at Work by Inspiring and Developing Those Around You Profile Books

If you speak in public--or want to--this fast-paced, entertaining, and actionable book is for you! "Speak Like Yourself... No, Really!" will help you communicate more effectively and authentically. It provides insights, encouragement, and step-by-step instructions to develop your best speaking style and use it not just for podium presentations, but in meetings, pitches, networking events, jobs interviews, and more. This uniquely effective and personal approach has worked for hundreds of the author's private public speaking clients, and it will work for you!

Boost Your Effectiveness at Work by Inspiring and Developing Those Around You

Practical insights for developing high performance

A Companion for ScrumMasters, Agile Coaches, and Project Managers in Transition

Sports Coaching Cultures

How to Develop Your Leadership Presence, Knowhow and Skill

Building and Managing Your Professional Practice

Mastering Coaching

Taosports for Extraordinary Performance in Athletics, Business, and Life

This book lucidly illustrates how a leader can bring out the very best in people by coaching them, and how coaching can unleash creativity as well as innovation while inspiring teams to play to their potential. It also examines how coaching helps leaders maintain a fine balance between managing and guiding, and between appraising and supporting their teammates. While many excellent books have been written about leadership, talent and coaching, this is a rare book that stands boldly at the intersection of leadership and coaching. This is a book for our times.

Businesses are facing a new reality, characterized by a VUCA (volatile, uncertain, complex and ambiguous) world. This new reality has forced organizations to depart from conventional command-and-control practices to a completely new model - a model in which leaders support and guide, rather than instruct and control, their team members. Exploring some of the key ingredients of impactful leadership, Coaching offers tips and tricks, backed by research and incisive insights, on how to become an effective leader-coach. Peppered with interesting anecdotes and analogies, drawn from sports, performing arts and other walks of life, the book is a breezy read. Interviews with corporate leaders and academics further enrich the narrative. Guaranteed to make for a very interesting read, the book will be useful to leaders, aspiring leaders and especially those that wish to transition from being just good leaders to extraordinary ones.

The classic bestseller on performance management is updated to reflect changes in today's working environment. When an employer needs to know how to gain maximum performance from employees, renowned behavioral psychologist--Aubrey Daniels is the man to consult. What has made Daniels the man with the answers? His ability to apply scientifically based behavioral stimuli to the workplace while making it fun at the same time. Now Daniels updates his ground-breaking book with the latest and best motivational methods, perfected at such companies as Xerox, 3M, and Kodak. All-new material shows how to: create effective recognition and rewards systems in line with today's employees want; Stimulate innovations and creativity in new and exciting ways; overcome problems associated with poorly educated workers; motivate young employees from the minute they join the workforce. Coaching has become an integral part of our lives, but people still need to know how to make the most of what coaching can offer. The Coaching Bible is the only book on coaching that you need. It offers unique, valuable and expert advice to help you if: You are thinking about getting a coach to help you become more effective; You commission coaching to develop other people; You are considering becoming a coach yourself; You are already a coach and want to extend your knowledge and your skills; You want to learn how to adopt a coaching approach to your own life. This is a comprehensive and authoritative guide to the key principles and techniques that make coaching one of the most powerful and exciting tools for furthering personal and professional effectiveness. It explains what works and why and includes a new coaching model to benefit everyone.

Building a Second Brain

Thinking Body, Dancing Mind

Bringing Out the Best in People