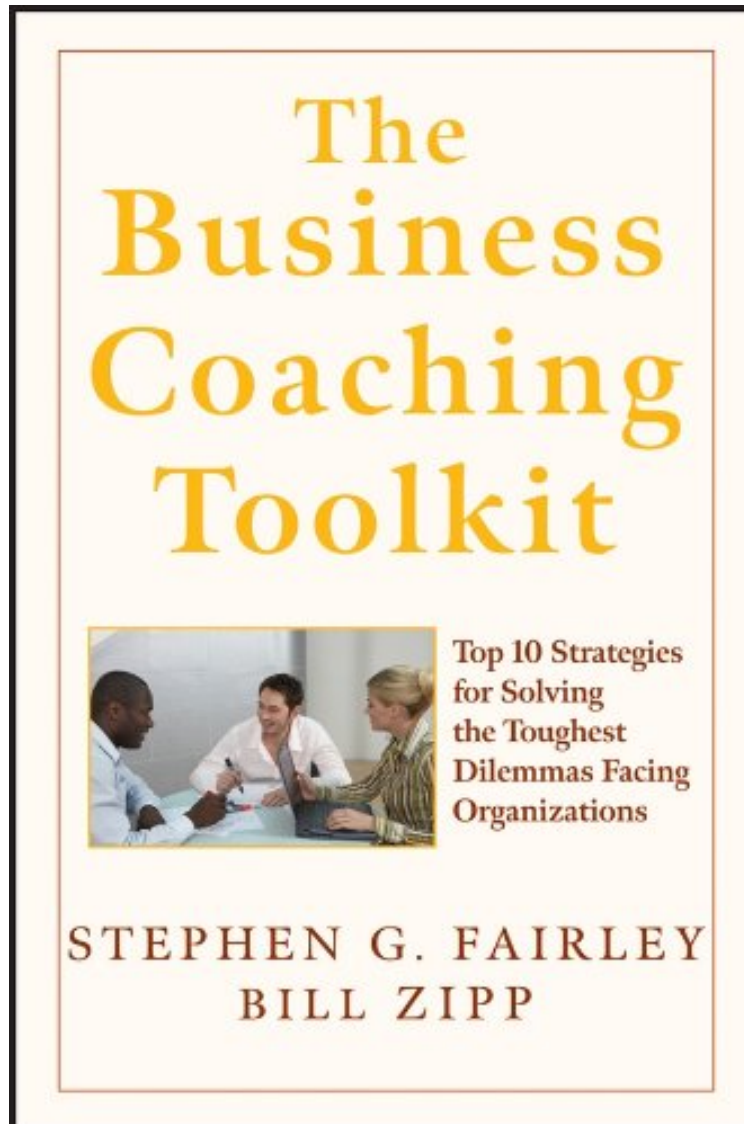


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The Business Coaching Toolkit: Top 10 Strategies for Solving the Toughest Dilemmas Facing Organizations

Stephen G. Fairley, William Zipp

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Stephen G. Fairley, William Zipp : The Business Coaching Toolkit: Top 10 Strategies for Solving the Toughest Dilemmas Facing Organizations before purchasing it in order to gage whether or not it would be worth my time, and all praised The Business Coaching Toolkit: Top 10 Strategies for Solving the Toughest Dilemmas Facing Organizations:

0 of 0 people found the following review helpful. Five StarsBy Linda MWell organized and very productive plans.4 of

5 people found the following review helpful. The Business Coaching Toolkit By Phyllis Campagna As an experienced business coach (eighteen years), I resonated with many of the observations and descriptions. I also picked up some excellent tips (the closure letter for one) and have done a fair amount of reflection on my own coaching practice while reading. That's a lot of value to receive from one book!

3 of 3 people found the following review helpful. I recommend this book to professional business coaches By Gabriela Taylor The Business Coaching Toolkit by Stephen Fairley and Bill Zipp offers valuable tools and resources for coaching professionals. The book covers areas pertinent to coaching including improving performance through leveraging your strengths, leading a team using smart goals and connecting a client's goals with your own values. First off, this is a simple book that takes you step by step through the intricacies of business coaching. I was especially pleased by the way the book demonstrates how to use the ten tools proposed here. The authors also use their own life experiences to show how the tools actually work. I have read a good number of business coaching books but this one is certainly a handy guide and reference. I recommend this book to professional business coaches. They will especially find the information on problem solving very valuable. The book largely covers techniques that coaches need to manage and positively influence people. The book also tackles the issue of how to determine the type of solution a coach can recommend to their clients. If you are just getting started as a professional coach, this is a great place to begin. If you have been in the business for a while, this book will help you get back on track.

Discover the 10 best Coaching practices for solving problems and implementing change with clients--right away Coaching works, there's no doubt about that. But the coaching industry is going through tremendous change that all professional coaches need to address. Equipping coaching professionals to stay on the cutting-edge of their craft, The Business Coaching Toolkit: Top 10 Strategies for Solving the Toughest Dilemmas Facing Organizations expertly provides a collection of application-based, proven tools that present creative solutions to common situations encountered in today's workplace. This hands-on guide creatively empowers professionals to:

- * Achieve greater performance by identifying and maximizing strengths and managing weaknesses
- * Lead their team or client through setting specific, measurable, and reasonable goals
- * Discover the deeper meaning of vision and tie goals into the client's core values
- * Guide clients through a comprehensive analysis of their current situation--the good, the bad, and the ugly

Whether it's increasing a client's time management skills, giving feedback to an employee, or building a leadership team, The Business Coaching Toolkit presents a valuable supply of straightforward exercises designed to bring a new dimension to every coaching professional's work with clients.

From the Inside Flap The Business Coaching Toolkit Top 10 Strategies for Solving the Toughest Dilemmas Facing Organizations Increasingly, organizations are tapping into the benefits of bringing in an executive coach to help their businesses and employees achieve higher levels of success, build team proficiency, or improve employee performance. Easy to follow and apply, The Business Coaching Toolkit equips professional coaches with ten time-tested coaching techniques, providing step-by-step guidance on how and when to utilize each tool to maximize change and produce measurable results. Extensively used and perfected in a wide variety of settings, the featured tools are drawn both from the authors' own experiences as well as those of other accomplished business coaches and consultants and are designed to strengthen the coaching professional's skill set. Written for professional business coaches and consultants, professional speakers and trainers, internal coaches, and managers and executive leaders, The Business Coaching Toolkit can be used in one-on-one coaching relationships, manager-to-employee contexts, or in-group settings. This extraordinary guide enables readers to create a structured program with powerful application tools to build teams, cast vision, master priorities, and become more effective, inspired, and productive coaches.

From the Back Cover Discover the 10 best Coaching practices for solving problems and implementing change with clients; right away Coaching works, there's no doubt about that. But the coaching industry is going through tremendous change that all professional coaches need to address. Equipping coaching professionals to stay on the cutting-edge of their craft, The Business Coaching Toolkit: Top 10 Strategies for Solving the Toughest Dilemmas Facing Organizations expertly provides a collection of application-based, proven tools that present creative solutions to common situations encountered in today's workplace. This hands-on guide creatively empowers professionals to:

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About the Author Stephen G. Fairley is one of the leading business coaches in the United States. His work has been featured in Harvard Management Update, Fortune Small Business, the ABA Journal, Entrepreneur, and Inc. magazines. He is the coauthor of Getting Started in Personal and Executive Coaching (Wiley). In 2004, he was named "America's Top Marketing Coach" by CoachVille, the world's largest professional coaching association. Bill Zipp is President of Leadership Link, Inc. (www.LeadershipLink.net).

As a seasoned small business specialist, Bill has spent thousands of hours working with hundreds of business leaders across the country. His proven program, The Business Fitness System, is a step-by-step plan for building a strong, self-sustaining small business. Bill is an award-winning author, speaker, and master business coach as well as a professional member of the National Speakers Association and their Business Coaching Professional Experts Group.