



Coaching

James Flaherty

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Praise for the first edition:

“As interest in coaching grows, I think Flaherty’s book will come to stand out as a definitive work.” –

Peter M. Senge

Coaching: Evoking Excellence in Others proposes rigorous methods of practice and self-observation in a relationship of mutual trust, respect and freedom of expression. It will probe you to rethink and possibly undo how you relate to your clients, your partner, your staff, your friends, and how you produce long-term excellent performance in yourself.

This 2nd edition includes new chapters on working with the body and what to do when we find ourselves stuck in our coaching efforts. These chapters, have been included to expand the coaches repertory and readiness to step into wider areas of engagement with clients. As with the previous edition these chapters have annotated bibliographies at their conclusion that will assist the reader in continuing their study. The appendix also has expanded list of self-observation exercises and practices as well as additional material that can be used in assessment.

This book will act as a learning guide for new coaches and master coaches who want to challenge their methods of partnering with clients. It is also applicable to managers intending to include coaching in their developmental roles with team members.

The author has led workshops in coaching, communication, leadership, and project management for more than 12,000 people. These have included participants from many Fortune 500 companies such as AT&T, FMC, Chrysler, Ernst & Young, Cargill, Levi Strauss and Coopers & Lybrand.

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