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coaching work - traits such as people pleasing, perfectionism,

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The Coach's Casebook: Mastering the Twelve Traits That Trap Us. -Geoff Watts, Kim Morgan. Book Summary. Chapter 1 □The Imposter Syndrome. Imposter Syndrome □ the feeling that we are not as good as others think and that will be found out. ^Treat a man as he is and we make him less than he is. Treat a man as though he already were what he potentially could be and we make him what he should be - Goethe The feeling that ^everyone else is better than me.

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This is an excellent book to help orient new coaches on the common patterns of behavior our clients often exhibit which prevent them from reaching their full potential and dreams. The book is neatly divided into twelve case studies illustrating a specific trait Geoff and Kim want the reader to examine in greater detail.

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Our strengths can become our weaknesses. Our traits and habitual behaviours can become traps. In each chapter of The Coach's Casebook the reader follows a skilled coach working with a client who is struggling with one of the twelve traits which every coach will face in their coaching work - traits such as people pleasing, perfectionism, impostor syndrome, performance anxiety and procrastination. The

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coach shares their emotions, their thought processes and their reflections as they try to understand the psychological origins of these behaviours and to work out how to help their client. The Coach's Casebook includes inspirational insights from individuals who have triumphed over such traits and have succeeded in all walks of life figures such as Alec Stewart and Lewis Moody from the world of sport, Greg Dyke from the world of business, and Arctic explorer Pen Hadow. This book is above all designed to help you in your work as a coach. It gives you practical, tried and tested techniques which you can use today to help your clients to change the habits of a lifetime.

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habitual behaviours can become traps. In each chapter of The Coach's Casebook the reader follows a skilled coach working with a client who is struggling with one of the twelve traits which every coach will face in their coaching work - traits such as people pleasing, perfectionism, impostor syndrome, performance anxiety and procrastination. The coach shares their emotions, their thought processes and their reflections as they try to understand the psychological origins of these behaviours and to work out how to help their client. The Coach's Casebook includes inspirational insights from individuals who have triumphed over such traits and have succeeded in all walks of life figures such as Alec Stewart and Lewis Moody from the world of sport, Greg Dyke from the world of business, and Arctic explorer Pen Hadow.

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This book is above all designed to help you in your work as a coach. It gives you practical, tried and tested techniques which you can use today to help your clients to change the habits of a lifetime.

Being a coach is a deeply rewarding profession, but even the best coaches encounter moments of uncertainty and doubt. In *Coaching Stories: Flowing and Falling of Being a Coach*, Karen Dean and Sam Humphrey intimately share their varied experiences as executive coaches in 48 stories – some where they were flowing and glorious, and others where they were falling and ashamed. Dean and Humphrey guide the reader through the journey from a novice to a master coach by exploring twelve distinct themes, underpinned by the four

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parts of Dean's "Exceptional Achievement" framework: setting out, doing, integrating and being. Each chapter focuses on a different theme, presenting specific examples and stories from the authors' work and reflecting on their learning and development at each point. Dean and Humphrey expertly assess topics, including confidence, talent, purpose and fulfilment, by examining times where they performed effectively as well as those where they fell short. In each case they consider what they wish they had asked or known about in advance, and each story provides an insightful look at what being a coach is really like. Practical and accessible, the book concludes with a section on further reading and study, explaining relevant theories, models and frameworks. Coaching Stories: Flowing and Falling of Being a Coach will

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be a compassionate and pragmatic companion for coaches of all kinds, both in practice and in training. It will also be a valuable guide for other professionals seeking development, including internal coaches, managers in a coaching role, HR and L&D professionals and will be a useful text for academics and students of coaching and coaching psychology. Dean and Humphrey are award-winning authors and have written a number of articles for leading coaching publications.

Written by award-winning coach Kim Morgan, this book is aimed at new coaches working in a freelance or self-employed role. It is also a valuable resource for anyone involved in coaching, including trainers of coaches. The Coach's Survival Guide is an easy to use, accessible book,

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grounded in practice and experience and including case studies drawn from real-life practice. It is rooted in the real world, normalizing the insecurities felt by many coaches and acknowledging the realities of building a coaching business, while addressing the everyday issues that can hinder a coach's performance or confidence. Kim covers issues such as: - Dealing with Impostor Syndrome - Establishing credibility - Contracting and boundaries - Coaching dilemmas - Building your coaching business - Self-care for coaches This new book is intended to be a survival guide so that coaches can access instant support for dilemmas that occur in their coaching practice. "Reading this book was like spending time with a close friend; a combination of warmth, wit and illumination." Professor Damian Hughes, Professor of

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Organisational Psychology and Change "This book is an essential companion to anyone setting out as a professional coach. It provides knowledge, expertise and, perhaps most importantly, comfort for all the challenges that new coaches face." Tom Preston, C.E.O. The Preston Associates "At last, here is a book that acknowledges the very real challenges involved in building a coaching business - and provides a blueprint for success!" John Perry, Coach and Principal Teaching Fellow, the University of Southampton, UK "This is a hugely practical and accessible support guide to help you address the challenges you will face in developing your coaching practice, from setting up your practice, generating clients and managing yourself in the coaching relationship." John Leary-Joyce, Exec Chair AoEC International, author

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Fertile Void

Scrum is the most successful framework for agile product development and much has been written about how to follow the Scrum process but the key to success is in the leadership skills of the product owner. Product Mastery explores the traits of the best product owners offering an insight into the difference between good and great product ownership and explaining how the best product owners are DRIVEN to be successful. In a follow up to the hugely successful Scrum Mastery, Geoff Watts shares more enlightening case studies on how to be: Decisive with incomplete information. Ruthless about maximizing value and minimizing risk. Informed about your product's domain. Versatile in your leadership style.

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Empowering of project stakeholders. Negotiable while you pursue your vision. This is essential reading for anyone involved in an agile product development effort. Geoff Watts has been a thought leader in the agile development space for many years and his books, training and coaching have helped thousands of teams across the world deliver better products more effectively. Geoff is the author of Scrum Mastery: From Good to Great Servant-Leadership and The Coach's Casebook: Mastering The Twelve Traits That Trap Us, a winner of the 2016 International Book Awards. "Product Mastery is a great book to read if you want to understand how a great Product Owner works. Whether you are hiring a Product Owner or want to be a great Product Owner, the insights that Geoff Watts shares in this book should be your

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guide." --Jeff Sutherland, Co-Creator of Scrum and author of Scrum: The Art of Doing Twice The Work in Half the Time
"Geoff has done a great job at distilling the soft skills product owners need to succeed. His new book is packed with practical advice to advance your skills and become a truly great product owner." - Roman Pichler, Author of Strategize and Agile Product Management with Scrum.

The basics of being a ScrumMaster are fairly straightforward: At face value all a ScrumMaster needs to do is facilitate the Scrum process and remove impediments. But being a great ScrumMaster, one who truly embodies the principles of servant-leadership and helps move a team to the high performance levels possible with Scrum, is much harder and

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much more elusive. In this book Geoff shares a collection of stories and practical guidance, drawn from over ten years of coaching numerous Scrum teams that will guide you on your path to greatness. In this book you will learn:

- * The skills and characteristics of great ScrumMasters
- * How to generate, maintain and increase engagement from the team
- * How to increase the effectiveness of the Scrum meetings, such as retrospectives and daily scrums.
- * How to foster a more creative and collaborative team
- * How to increase the performance of the team
- * How to know when you are a successful ScrumMaster

Scrum Mastery is for practicing ScrumMasters who want to develop themselves into a great servant-leader capable of taking their teams beyond simple process compliance. Mike Cohn, in his foreword for the book,

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said: "Most books rehash well-trod territory and I don't finish them any wiser. I am positive I will be referring back to this book for many years" Roman Pichler said: "I am thoroughly impressed with how comprehensive and well-written the book is. It will be indispensable for many people"

Manfred Kets de Vries, Professor of Leadership Development, INSEAD: "The author takes us on an exciting journey to explain what coaching is all about, providing us with a roadmap that is second to none. Anyone interested in better understanding what coaching is all about, would do well to have a serious look at this book." David Megginson, Professor of Human Resources Development, Sheffield Hallam University: "From a vivid personal story just before the

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first chapter to the fascinating mass of data in the appendices, this book is a captivating read about the concrete particulars of coaching and the theoretical perspectives we can use to make sense of them. Erik de Haan makes a case for relational coaching and prescribes clearly what his research and the tradition within which it is embedded can tell practitioners in the field. Bruce E. Wampold, Professor of Counseling Psychology, University of Wisconsin: "I am thrilled that there is a coaching book that emphasizes the coachee and the relationship. In Relational Coaching, Erik de Haan places the emerging profession on a strong foundation that emphasizes the interpersonal aspects of the endeavour. Relational Coaching is a radically different way of looking at coaching that puts the relationship, from the

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perspective of the coachee, at the centre. Exploring both age-old tradition and reliable studies in recent decades, Relational Coaching gives the modern executive coach ten commandments to help improve his or her practice. The book demonstrates how each of these commandments is underpinned by sound quantitative research. The book begins by giving a complete overview of the profession and the latest developments in coaching. The second part of the book presents new quantitative and qualitative research into effects and experiences of coaching. Part three contains an introduction to the activities that make a good coach and the mechanisms used to verify coaches' understanding of their profession. Other topics covered include training, accreditation, supervision and recommended literature.

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you pursue your vision. This is essential reading for anyone involved in an agile product development effort. Geoff Watts has been a thought leader in the agile development space for many years and his books, training and coaching have helped thousands of teams across the world deliver better products more effectively. Geoff is the author of *Scrum Mastery: From Good to Great*, *Servant-Leadership* and *The Coach's Casebook: Mastering The Twelve Traits That Trap Us*, a winner of the 2016 International Book Awards. "Product Mastery is a great book to read if you want to understand how a great Product Owner works. Whether you are hiring a Product Owner or want to be a great Product Owner, the insights that Geoff Watts shares in this book should be your guide."--Jeff Sutherland, Co-Creator of Scrum and author of

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Scrum: The Art of Doing Twice The Work in Half the Time"Geoff has done a great job at distilling the soft skills product owners need to succeed. His new book is packed with practical advice to advance your skills and become a truly great product owner."- Roman Pichler, Author of Strategize and Agile Product Management with Scrum.

Most people think they listen well, but they rarely do - not at this level. Listening this way is a radical act. The power of effective listening is recognised as the essential tool of good management. In this book, Nancy Kline describes how we can achieve this, and presents a step-by-step guide that can be used in any situation. Whether you want to have more productive meetings, solve business problems, create bold

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strategies, or build stronger relationships, this book offers you a new world of possibilities. From blue chip companies developing high-powered teams to individuals seeking personal growth, a Thinking Environment has come to mean transformation of the highest quality.

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