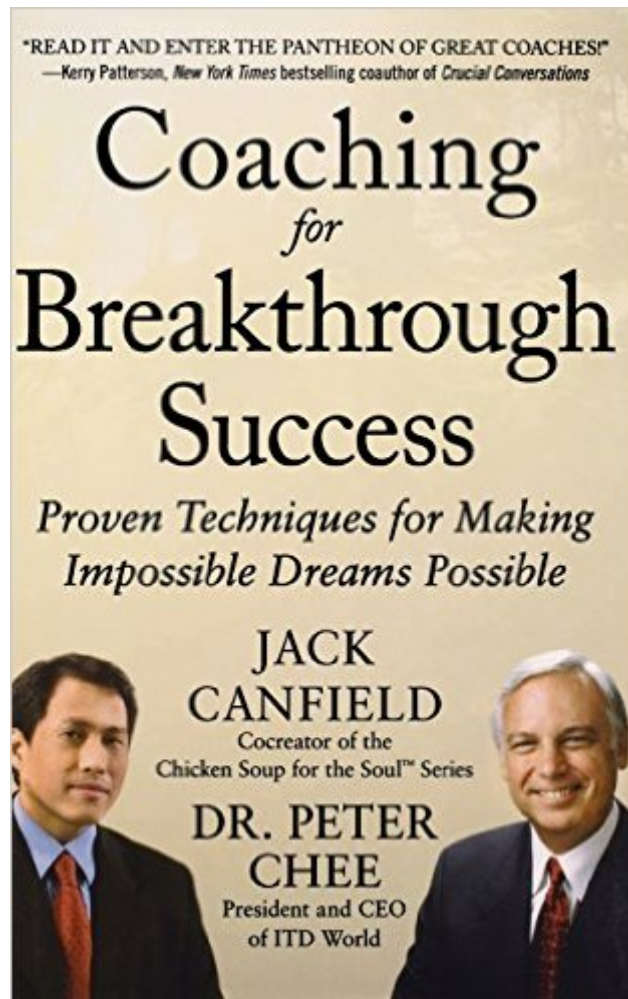


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# Coaching For Breakthrough Success: Proven Techniques For Making Impossible Dreams Possible



## Synopsis

A powerful new coaching method from Chicken Soup for the Soul co-creator Jack Canfield! At the heart of a great coach is a firm belief that each player is a uniquely valuable individual with distinct giftedness and potential for greatness. That's the premise behind this brilliant empowering guide from Jack Canfield, coauthor of the 125 million-copy-selling Chicken Soup for the Soul series, and legendary global leadership development guru and CEO Dr. Peter Chee. Combining time-tested principles of exemplary coaches with the latest disruptive techniques used by the world's top performing leaders, this step-by-step playbook shows you how to nurture •in yourself and others•the three essential requirements of coaching excellence: 1. HEART: The Coaching Principles (TCP) unveils the secret to life impacting values, beliefs, and philosophies that permeate all aspects of great coaching. 2. MIND: The Situational Coaching Model (SCM) unleashes the genius of a coach to apply the right combination of crucial paradigms in any given coaching challenge. 3. ENERGY: The Achievers Coaching Techniques (ACT) equips you with proven methods that enable you to deliver breakthrough results in coaching. Coaching for Breakthrough Success is packed with stirring personal stories, life changing case studies, crucial coaching conversations, exemplary coaching questions, and ready-touse tools that equip you to achieve professional mastery in coaching. This practical manual guides you through the top 30 principles every coach needs to succeed. You'll learn the six paradigms of Situational Coaching, the ultimate power of Achievers Coaching Techniques, and the tried-and-true secret to making impossible dreams possible. All you need to lead your team to victory is heart, mind, energy•and Coaching for Breakthrough Success. Praise for Coaching for Breakthrough Success "Canfield and Chee have crafted the standard for anyone wanting to be an effective coach. Their actionable and timeless wisdom shows up through principles, questions, quotes, cases, and tools that will enable any aspiring coach to achieve their aspirations. Anyone being coached should make sure that their coach knows and follows these standards." -- Dave Ulrich, Professor, Ross School of Management, University of Michigan, Author of Leadership Sustainability "After years of working as an executive coach, I slowly came to the realization that knowing the answers to the tough questions wasn't as important as knowing the right questions to ask in the first place. This book provides just such resources. Read it and enter the pantheon of great coaches!" -- Kerry Patterson, four-time New York Times bestselling author of Crucial Conversations "Coaching for Breakthrough Success masterfully shares extremely powerful questions, the heart of professional coaching approaches. The Situational Coaching Model combined with the wonderfully long, and comprehensive list in many chapters will dramatically inform your coaching and empower your clients. This is a 'must have' for

any professional coach who wants to take their clients to new heights of understanding and transform their effectiveness. Extremely well done!" -- Thomas G. Crane, author of *The heart of Coaching-Using Transformational Coaching to Create a High Performance Coaching Culture*

"Coaching for Breakthrough Success is the most exciting and innovative book on the art of coaching to come along in years. Using their Six Paradigms of Situational Coaching, Canfield and Chee show step by step how anyone, anywhere can assist others in improving performance, and achieving personal satisfaction in life." -- Robert B. Tucker, innovation expert and author of *Innovation is Everybody's Business*

"This powerful, practical book gives you the tools and strategies you need to be an excellent business and executive coach, to help your clients in every area, and to build your coaching business profitably." -- Brian Tracy, author of over 58 books in 38 languages

"The ability to coach is the very essence of effective leaders. Engaging the heart and inspiring the mind will unlock the utmost potential of people in any organisation. This book puts it all together and provides proven techniques to achieve breakthrough performance. I believe it will have a profound impact on you as it has done for me and my organisation." -- Thomas Soo, General Manager, Intel Technology

"Coaching is one of those terms that is thrown around on nearly a daily basis in modern management circles. But what does coaching mean? What should people do to make coaching effective? Why is coaching so valuable? These otherwise vague questions are insightfully answered in this outstanding book." -- William J. Rothwell, Ph.D., SPHR, Professor, The Pennsylvania State University and Author of over 80 books

"Coaching for Breakthrough Success contains practical techniques to help you engage the hearts and minds of your people and inspire them to realize their fullest potential." -- Christopher Goh Soon Keat, Director, Global Learning and Leadership Development, Agilent Technologies Singapore (International) Pte Ltd

"Coaching for Breakthrough Success has had a profound effect on me, as well as the people in my workplace. My team has told me that since studying Jack and Peter's book I have become a better listener, communicator and leader. The decisions we now make are our decisions, and my staff are taking more ownership of the work they do. My career development has come on leaps and bounds after I applied what I learned from this book." -Nick Jonsson, General Director, Sophie Paris

## **Book Information**

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## Customer Reviews

Jack Canfield and Dr. Peter Chee have written a very valuable book, Coaching for Breakthrough Success. This book is written as a complete guide for those who want to improve their coaching skills or for anyone wanting to become a coach. This book is filled with highly valuable and actionable information. In my opinion, it contains so much information that it would be very difficult to digest it all in one reading. I think the way to use this book is to read it through and then go back and study each section as you are actively working to implement the ideas and concepts in the book. The book is divided into three parts: Part one covers The Coaching Principles 1) The coaching spirit 2) Relationship and trust 3) Asking questions and curiosity 4) Listening and intuition 5) Feedback and awareness 6) Suggestions and simplification 7) Goals and action plans and 8) Accountability and accomplishments. There are a total of 30 principles covered in the 8 chapters. There is a separate chapter devoted to each coaching principle. The authors give the theory, explain how it is used in coaching and where appropriate, give examples from coaching sessions. Part two covers the Situational Coaching Model. There are six paradigms covered in the SCM, they are: Goals, Exploration, Analysis, Releasing, Decision and Action. While the SCM is presented in a sequential order, in actual coaching you could well shift back and forth between the various paradigms. The authors give examples of when you would want to shift between the various paradigms.

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