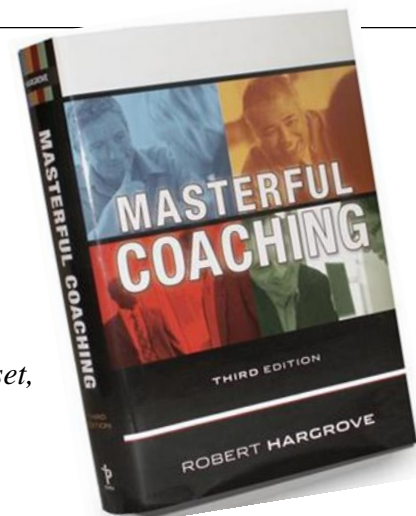


Masterful Coaching (3rd Edition)

By Robert Hargrove



PART ONE. MAPPING THE TERRITORY OF COACHING

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23. From Defensiveness to Learning—*How to Recognize and Disperse Defensive Routines with Individuals or Groups*
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25. Teaching New Skills and Capabilities—*Move Between Performance and Practice Fields*
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27. Coaching Small Business—*Get People to Race Up the Value Chain and Wallop Wal-Mart*
28. Build a Super Successful Coaching Practice—*Lesson #1: How to Get Clients*
29. Get People to Bring Their Whole Selves to Work—*Give Them an Opportunity to Make a Difference*