

Your Coach in a Book

By Robert Hargrove

With contributions from Michel Renaud

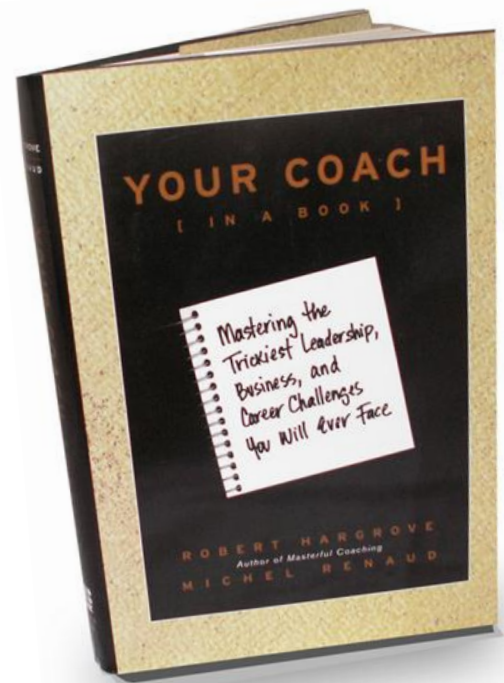
1. What's the Opportunity in Coaching for You?

PART ONE. YOUR EXTRAORDAINRY BUSINESS CHALLENGE

2. Declare an Impossible Future—*That Captures People's Imagination*
3. Facing Reality—*Identify What's Missing that, if Provided, Will Produce a Breakthrough*
4. Create a Source Document—*Vision, Major Milestones, Key Initiatives, Guiding Principles, and Methodologies*
5. Get Everyone to Formulate a Significant Business Challenge—*Create Line of Sight to Your Strategic Goals*
6. Desperate to Break Out of the No Growth Morass?—*Blow Up Your Business Model Versus Tinker at the Margins*
7. Looking to Get a Chunk of Capital at Your Next Board Meeting?—*The Best Presentation is the One You Never Make*
8. Create Customers Who Brag About You—*Shift from a "Me" Point of View to a "You" Point of View*

PART TWO. YOUR EXTRAORDAINRY LEADERSHIP CHALLENGE

9. Be an Extraordinary Leader—*Recognize That Your Winning Strategy has Gotten You Here But May Not Take You Where You Want to Go*
10. Stand for Something!—*Leadership Arises in Discovering Yourself as the Stand that You Take*



11. Get Your Grand Design Over The Line—*Vision Is Not Enough! Execute on Your Source Document Until It Exists Independent of You*
12. Become a Master Politician—*The Art of Politics for Non-Politicians*
13. Lateral Leadership: How to Lead When You Are Not in Charge—*Build Coalitions that Increase Support and Diminish Opposition*
14. Take a Stand for an ‘A’ Player in Every Job—*Coach ‘B’s, Re-deploy or Release Chronic ‘C’s*
15. Stop Being A Victim of Your Calendar—*Start Focusing on What Makes a Difference, Not What’s Merely Important or Trivial*
16. Get Ready for Big Meetings Like a Championship Game—*Focus on Who You Need to Be and What You Need to Do*

PART THREE. YOUR EXTRAORDINARY CAREER CHALLENGE

17. Do You Have a Burning Ambition?—*Sieze the Crown, Stop Being a Good Soldier in the Long March of History*
18. Network to Match Your Ambition—*Power Comes Not From Your Position, But From How Connected You Are*
19. Sourcing a Powerful Relationship With Your Boss—*The Art of Managing Up to Get Ahead*
20. Create an Extraordinary Career in a Turbulent World—*Go for Mastery, Not Competence*
21. Dealing with Derailers—*Shine Your Light, Manage Your Darker Side*
22. There is a Conversation Out There About You That’s a Career Wrecker—*Publicly Acknowledge It, Take Responsibility for It, Campaign to Change It*
23. Beat Burnout—*Get to the Source of Frustration First, Then Deal with the Overload*
24. Fed Up with Your Job? Take the Go to American Attitude and Get Out—*Write a Resume that’s a ticket to a New and Better Universe*