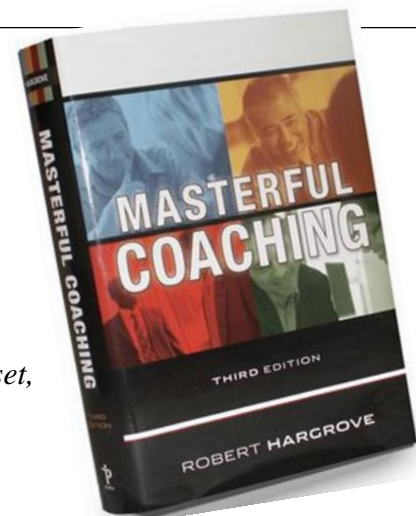


# Masterful Coaching (3rd Edition)

*By Robert Hargrove*



## **PART ONE. MAPPING THE TERRITORY OF COACHING**

1. Coaching is an Idea Whose Time Has Come—*The MC Vision, Mindset, and Method*
2. Wanted Extreme Leaders—*More Coachable than Mushy Moderates*
3. The Four Way Points—*How Do You Know If You Are in the Masterful Coaching Zone?*

## **PART TWO. THE JOURNEY TO MASTERFUL COACHING**

4. Becoming a Masterful Coach—*Are You Qualified?*
5. Coaching is a Way of Being—*Not Just a Technique*
6. Coaching Happens in Conversation—*The Power of Conversation*
7. Masterful Coaching is Transformational—Triple Loop Learning

## **PART THREE. COACHING EXECUTIVES TO REALIZE AN IMPOSSIBLE FUTURE AND WIN IN THEIR BUSINESS—12 Months; 12 Coaching Conversations**

8. Coaching Conversation 1. Create an Extraordinary Coaching Relationship
9. Coaching Conversation 2. Declare an Impossible Future: One that Represents Winning in Your Business
10. Coaching Conversation 3. 360 Leadership Feedback: Go For an Alteration, Not Just an Assessment
11. Coaching Conversation 4. Mounting a Successful Change Insurgency: Eat Radical Change for Breakfast
12. Coaching Conversation 5. Creating a Source Document and Winning Game Plan: A Blueprint for the Future
13. Coaching Conversation 6. Build a Team of Talented 'A' Players: Engage Them in Playing a Big Game
14. Coaching Conversation 7 Executive Time Management: Don't Add Before You Subtract
15. Coaching Conversation 8. Execution: Catalytic Breakthrough Projects: Spearhead a Breakthrough

16. Coaching Conversation 9. Coaching and Mentoring—The Leader as Coach
17. Coaching Conversation 10. Making Great Decisions and Judgment Calls: Wisdom vs. Intelligence
18. Coaching Conversation 11. Focus on the Scoreboard—Connect Coaching with ROI
19. Coaching Conversation 12. Executive Life Coaching—Achieving Non-Financial Wealth

#### **PART FOUR. MASTER CLASSES WITH ROBERT HARGROVE**

20. Secrets of Great Groups—*Become a Masterful Facilitator*
21. Creative Collaboration 3.0—*How to Coach People to Deal with Strategic Dead Ends, The China Price, Customers Jumping Ship*
22. Jump on the Reinvention Roller Coaster—*To Reinvent the Organization, First Reinvent Yourself*
23. From Defensiveness to Learning—*How to Recognize and Disperse Defensive Routines with Individuals or Groups*
24. Providing Feedback and Learning—*How to Give People Feedback that Rips the Blinders Off Without Making Them Resent You*
25. Teaching New Skills and Capabilities—*Move Between Performance and Practice Fields*
26. Creating a Coaching and Mentoring Culture—*Look for Openings Rather Than the Big Bang*
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*