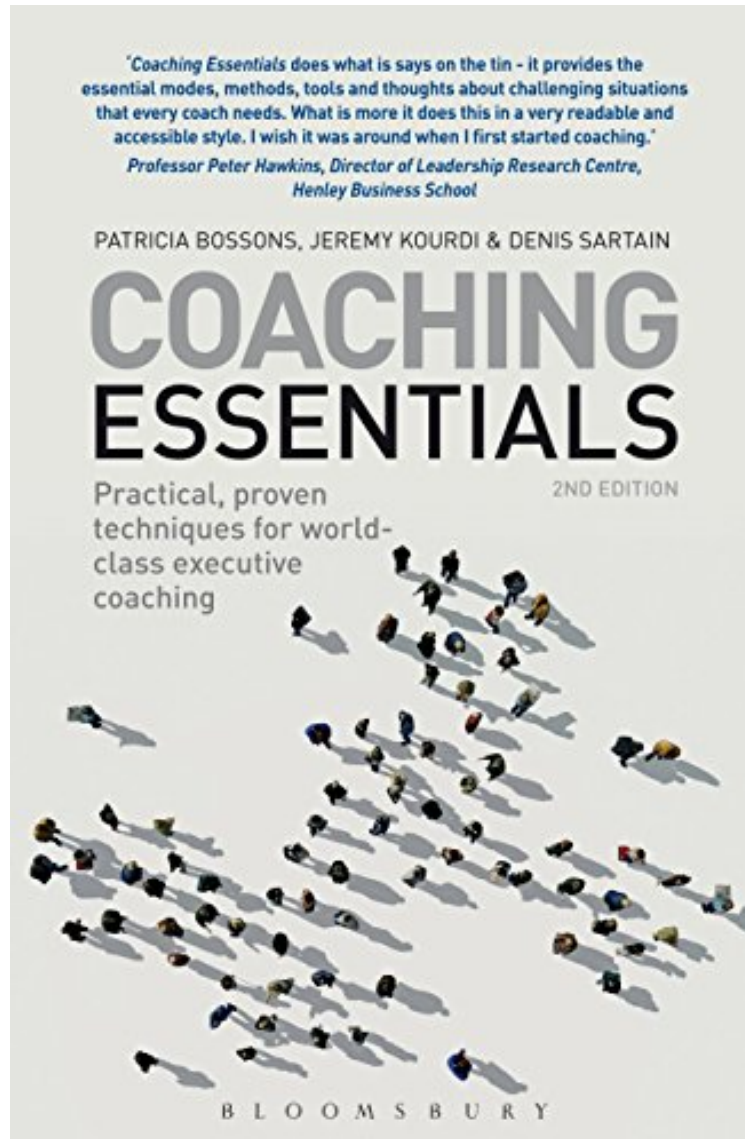


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## Coaching Essentials: Practical, proven techniques for world-class executive coaching

*Patricia Bossons, Jeremy Kourdi, Denis Sartain*  
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Now a billion dollar industry, executive coaching is one of the fastest-growing sections of the coaching market and is widely used by senior managers and chief executives in large organisations. In this accessible guide, fully updated for this second edition, Patricia Bossons, Jeremy Kourdi and Denis Sartain offer clear explanations of key coaching theories before putting that theory into context with a comprehensive selection of practical tools and techniques. Benefits and uses of each technique are explained and then followed with advice on how to apply the technique and make it work for you - allowing readers to match situations or issues with specific coaching techniques for optimum results.

About the Author Dr Patricia Bossons is Director of Coaching Services at Henley Business School. She is a Chartered Psychologist and an accredited NLP coach. Denis Sartain coaches at board level and teaches coaching skills at Henley Business School. Jeremy Kourdi is a writer and business consultant. He has worked with many leading brands, professional institutions and business schools, including The Economist Group, London Business School and the Chartered Management Institute. He has written 18 books, including *Surviving a Downturn* (AC Black, 2007).