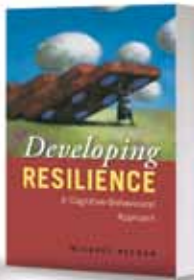


Coaching

New Books and Selected Backlist



10% ONLINE DISCOUNT AVAILABLE

Essential Coaching Skills and Knowledge Series

Series Editors: Gladeana McMahon, Stephen Palmer, and Averil Leimon

The *Essential Coaching Skills and Knowledge Series* provides an accessible and lively introduction to key areas in the developing field of coaching. Each book in the series is written by leading coaches with extensive experience and has a strong practical emphasis, including illustrative vignettes, summary boxes, exercises and activities.

www.routledgejournalhealth.com/essential-coaching-skills

Forthcoming!

Solution Focused Coaching in Practice

Bill O'Connell, Focus on Solutions, Birmingham, UK, **Stephen Palmer** and **Helen Williams**, both at the Centre for Coaching, Hertfordshire, UK

Solution Focused Therapy is a popular coaching technique that focuses on what clients want to achieve in a session, rather than on any problems that encouraged them to seek help. In this book Bill O'Connell, Stephen Palmer and Helen Williams illustrate how Solution Focused Therapy can effectively be used in coaching sessions.

June 2012: 168pp.

Hb: 978-0-415-44706-5: £55.00/\$90.00

Pb: 978-0-415-44707-2: £16.99/\$26.95

www.routledgejournalhealth.com/9780415447072



Forthcoming!

Interactional Coaching Choice-focused Learning at Work

Michael Harvey, founder of Interactional Coaching, London, UK

Interactional Coaching is a powerful, one-to-one learning approach, used successfully for over fifteen years, which enables executives to make the choices that work for them. Drawing on existential philosophy, psychotherapy and business theory, interactional coaching uses innovative techniques to help clients to identify their best possible choices and effectively put them into practice.

Featuring numerous case studies, which integrate theoretical principles with practical tools, *Interactional Coaching* illustrates: coaching for vision and other time-related issues, coaching in the personal dimension, coaching interactional strategy and skills, coaching conflicts and dilemmas, coaching creativity and communication and coaching leadership and managerial expertise.

CONTENTS: Part I: Interactional Coaching in Theory and Practice. Introduction to Interactional Coaching: The Choice Business. Performance and Development Coaching: The Case of Julia T. The Interactional Coaching Model: Tools, Techniques, Principles. The

Achievement Matrix and the Purposes of Coaching. **Part II: Fundamental Coaching Purposes.** Coaching for Vision: Knowing What You Want. Coaching Self-knowledge and Awareness: Knowing Who You Are. Coaching Interactional Strategy: Knowing Who to Interact With and How. **Part III: Coaching in the Time Dimension.** Coaching Transitions: The Past, Present and Future. Coaching Ambiguity and Uncertainty. **Part IV: Coaching in the Self Dimension.** Coaching Final Choices and Dilemmas. Coaching Confidence. Coaching Action and Inaction. **Part V: Coaching in the Dimension of Others.** Coaching Practical Interactional Expertise. Coaching Communication Skills. Coaching Around Conflict. **Part VI: Coaching Leadership and Managerial Expertise.** Coaching Leadership. Coaching Managerial Expertise. **Part VII: Other Coaching Purposes.** Coaching Creativity and Innovation. Coaching Stress: Reclaiming the Power of Choice. Coaching "Failure", Relapse and Renewal. The Interactional Coach.

February 2012: 320pp.

Hb: 978-0-415-61473-3: £55.00/\$90.00

Pb: 978-0-415-61472-6: £16.99/\$26.95

www.routledgejournalhealth.com/9780415614726



Forthcoming!

Brief Coaching

A Solution Focused Approach

Chris Iveson, Evan George, and Harvey Ratner,

all at BRIEF, London, UK

"This book offers the expertise of leading solution focused therapists for an audience that is interested in how to take a solution focused approach to their coaching work."

- Carole Pemberton, author of *Coaching to Solutions*

Brief Coaching offers a new approach to coaching by

considering how the client will know when they have reached their goal, and what they are already doing to get there. The coach aims to work towards the solution rather than working away from the problem, so that the client's problem is not central to the session, but instead the coach and the client work towards the client's preferred future.

CONTENTS: Introduction. Basic Principles. Establishing the Contract. Preferred Futures. What is Already Working. Scales. Closing a Session. Second and Subsequent Sessions. Back to Work. The Manager Coach. Last Words. Appendix: Solution Focused Questions.

December 2011: 216pp.

Hb: 978-0-415-66746-3: £50.00/\$84.95

Pb: 978-0-415-66747-0: £16.99/\$30.95

www.routledgejournalhealth.com/9780415667470



Forthcoming!

Cognitive Behavioural Coaching in Practice

An Evidence Based Approach

Edited by Michael Neenan, Centre for Stress Management, London, UK, and Stephen Palmer, Centre for Coaching, Hertfordshire, UK

Cognitive Behavioural Coaching in Practice explores various aspects of coaching from within a cognitive behavioural framework. Michael Neenan and Stephen Palmer bring

together experts in the field to discuss topics including: procrastination, stress, performance, self-esteem, perfectionism, goal selection and socratic questioning.

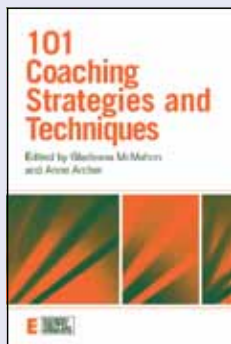
CONTENTS: *Grant*, Foreword. *Neenan, Palmer*, Introduction. *Neenan*, Understanding and Tackling Procrastination. *Anstiss, Passmore*, Motivational Interviewing. *O'Broin, Palmer*, Enhancing the Coaching Alliance and Relationship. *Neenan*, Socratic Questioning. *Palmer, Williams*, Struggles with Low Self-Esteem: Teaching Self-acceptance. *Neenan, Dryden*, Understanding and Developing Resilience. *Gyllensten, Palmer*, Stress and Performance Coaching. *Collard, McMahon*, Mindfulness-Based Cognitive Behavioural Coaching. *Whybrow, O'Riordan*, Developing a Coaching Culture at Work.

December 2011: 272pp.

Hb: 978-0-415-47262-3: £50.00/\$84.95

Pb: 978-0-415-47263-0: £16.99/\$30.95

www.routledge mentalhealth.com/9780415472630



101 Coaching Strategies and Techniques

Edited by **Gladeana McMahon**, personal development and executive coach, UK, and **Anne Archer**, executive coach, group facilitator and researcher, UK

"The book is a great list of coaching techniques and suggestions. In my opinion, the addition of therapeutic perspectives has a lot of potential for deepening the coaching process and so could provide long-lasting change for coaching clients." - **Sue Lewis, Therapy Today**

101 Coaching Strategies and Techniques provides focused, practical strategies to help the coach with their work. Each point provides a detailed explanation of the strategy together with potential pitfalls and solutions.

2010: 328pp.

Hb: 978-0-415-47333-0: £55.00/\$90.00

Pb: 978-0-415-47334-7: £17.95/\$30.95

www.routledge mentalhealth.com/9780415473347



Group and Team Coaching The Essential Guide

Christine Thornton, group analyst and executive coach, UK

"The Coaching profession needs a book like this to appreciate where group and team coaching has evolved from and to put a 'stake in the ground' at this stage of our evolutionary growth." - **Katherine Tulpa, From the Foreword**

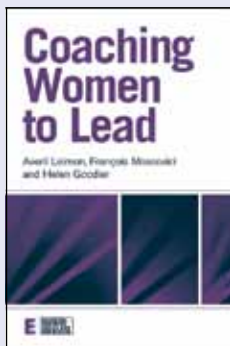
This book offers a new perspective on the subconscious and non-verbal processes through which people learn and communicate with each other in groups. Describing these processes in the context of modern organisational life, it provides practical advice about how to do group and team coaching.

2010: 288pp.

Hb: 978-0-415-47227-2: £55.00/\$90.00

Pb: 978-0-415-47228-9: £17.95/\$30.95

www.routledge mentalhealth.com/9780415472289



Coaching Women to Lead

Averil Leimon, François Moscovici, and Helen Goodier,
all at White Water Strategies, London, UK

"Coaching Women to Lead is timely, relevant, and hugely inspiring!" - Katherine Tulpa, Association for Coaching® and Co-founder, Wisdom8

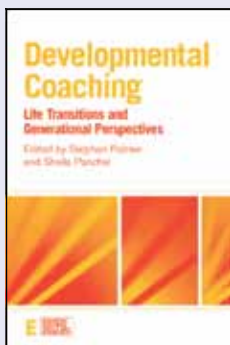
Coaching Women to Lead asks why, in the 21st century, there is still such a disparity in the number of women filling leadership roles, compared with men. It argues that a specific coaching approach for women is not only possible but required to support women throughout their corporate career.

2010: 248pp.

Hb: 978-0-415-49105-1: £55.00/\$90.00

Pb: 978-0-415-49106-8: £17.95/\$30.95

www.routledge.com/9780415491068



Developmental Coaching Life Transitions and Generational Perspectives

Edited by **Stephen Palmer**, Centre for Coaching,
Hertfordshire, UK, and **Sheila Panchal**, JP Morgan, London, UK

"This is a unique, well written and important book – buy it, you won't regret it." - Professor Cary L. Cooper CBE, Lancaster University, UK

Developmental Coaching explores many of the common transition points we experience throughout life, including teenage transitions, becoming a parent, mid-life and retirement. The book sets these transitions in their social context and reviews them in the light of generational factors.

2010: 240pp.

Hb: 978-0-415-47359-0: £50.00/\$84.95

Pb: 978-0-415-47360-6: £16.99/\$30.95

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Dunbar: Essential Life Coaching Skills

Hb: 978-0-415-45896-2: 2009: 216pp. £55.00/\$90.00

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www.routledge.com/9780415458979

**Palmer/McDowall, Eds.: The Coaching Relationship:
Putting People First**

Hb: 978-0-415-45873-3: 2009: 264pp. £55.00/\$90.00

Pb: 978-0-415-45874-0: 2009: 264pp. £18.95/\$30.95

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A. Buckley/C. Buckley: A Guide to Coaching and Mental Health: The Recognition and Management of Psychological Issues

Hb: 978-0-415-39458-1: 2006: 264pp. £55.00/\$90.00

Pb: 978-0-415-39459-8: 2006: 264pp. £18.95/\$33.95

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Leimon et al.: Essential Business Coaching

Hb: 978-1-58391-882-1: 2005: 192pp. £49.95/\$85.00

Pb: 978-1-58391-883-8: 2005: 192pp. £18.95/\$33.95

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McMahon et al.: Achieving Excellence in Your Coaching Practice: How to Run a Highly Successful Coaching Business

Hb: 978-1-58391-895-1: 2005: 248pp. £49.95/\$85.00

Pb: 978-1-58391-896-8: 2005: 248pp. £18.95/\$33.95

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New in Paperback!

The Routledge Companion to International Business Coaching

Edited by **Michel Moral**, University of Paris VIII, France, and **Geoffrey Abbott**, Institute of Executive Coaching, Australia

An effective coach can help the business leader make sense of the challenges and complexities of modern international business, unlocking the potential of both leader and organization. This important new handbook offers the first

comprehensive and detailed introduction to the theory and practice of international business coaching, drawing on the very latest academic research, as well as real-world examples of international best practice.

This book provides practitioners and students with an innovative theoretical framework, which extends existing coaching models to place coaching within cultural, organizational and group-team contexts. Contributors from around the world explore different perspectives and practices and offer practical tools to apply the theories and models to the real-life business context.

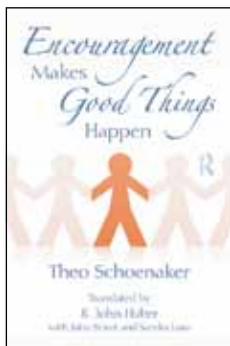
The Routledge Companion to International Business Coaching is essential reading for all trainee business coaches, all students of coaching theory and method, and for all business leaders looking to understand better the role of the modern business coach.

January 2011: 392pp.

Hb: 978-0-415-45875-7: 2008: £125.00/\$200.00

Pb: 978-0-415-66941-2: £29.99/\$47.95

www.routledge.com/9780415669412



Encouragement Makes Good Things Happen

Theo Schoenaker, founder of Adler-Dreikurs Institute, Germany

Translated by **R. John Huber**, with **Jutta Street** and **Sandra Lose**

"I am glad that this wise book has been translated and is now available for an English-speaking audience. It offers a series of accessible lessons about using encouragement in daily life. I hope you let these delightfully wise and simple teachings change your life and the lives of those you

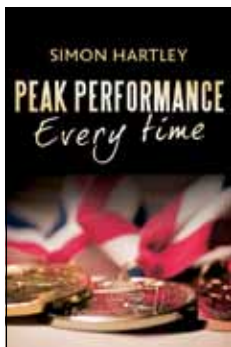
touch." - **Jon Carlson, Governors State University, Illinois, USA**

Available in English for the first time, *Encouragement Makes Good Things Happen* is a translation of the bestselling German book *Mut Tut Gut*. It describes a courageous and encouraging style of living and focuses on the belief that human encouragement is the most important natural ingredient for the healthy development of human beings. Written in an engaging and conversational tone, the book first explores the negative consequences of discouragement on the individual and on society as a whole. It then discusses what encouragement is, why it is important in people's lives, and how a person can encourage both himself and others. Several exercises are also included to help guide readers in the encouragement of others.

2010: 216pp.

Pb: 978-0-415-88316-0: £19.95/\$34.95

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New!

Peak Performance Every Time

Simon Hartley, Be World Class, UK

"I loved reading and using the performance tools in 'Peak Performance'... Reading the book felt like a world class performance psychology session that I could pick up whenever needed." - **Chris Cook, double Commonwealth champion and Olympic swimmer**

Peak Performance Every Time incorporates principles from sport psychology and performance coaching and applies these to all areas of life, with a particular focus on business. Using illustrations and real-world examples from top athletes and business executives, it focuses on the three main components that underpin performance: confidence, motivation and focus.

As well as offering practical strategies to help the reader achieve their optimal mindset, it also explains how to coach others to perform to their potential. Throughout, the book is underpinned by theoretical frameworks, literature and research findings and will be invaluable to anyone trying to reach their full potential, in particular athletes, coaches, managers and executives. It may also be of interest to sports psychology, management and business students.

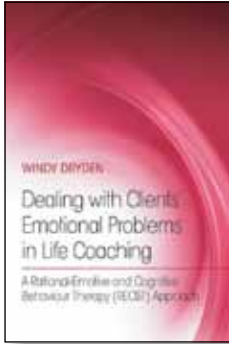
CONTENTS: Introduction. Experiencing Peak Performance. Your Mind is Like a Formula 1 Car. Razor Sharp Focus. Control Your Confidence. Master Motivation. Deconstructing Pressure. Love Your Discomfort Zone. Release the Hand Brake! Habits of Great Performers. Coaching Others to Achieve Peak Performances.

December 2011: 224pp.

Hb: 978-0-415-67673-1: £29.95/\$52.50

Pb: 978-0-415-67674-8: £14.95/\$24.95

www.routledge mentalhealth.com/9780415676748



Dealing with Clients' Emotional Problems in Life Coaching

A Rational-Emotive and Cognitive Behaviour Therapy (RECBT) Approach

Windy Dryden, Goldsmiths University of London, UK

This book is a comprehensive guide for life coaches on how to react and adapt when emotional problems get in the way of coaching. Windy Dryden uses Rational-Emotive Cognitive Behaviour Therapy techniques to offer advice on: when it is and is not appropriate to work on emotional problems; when the coach should refer the client to

someone else, such as a psychotherapist or counsellor; how to use RECBT to help clients with their emotional problems within a life coaching context; and at what point it is sensible to begin coaching again.

Dealing with Clients' Emotional Problems in Life Coaching will be a valuable resource for all those involved in life coaching.

CONTENTS: Introduction. Part I: The Central Role Played by Beliefs in Understanding Your Clients' Problematic and Constructive Negative Emotions. Part II: Understanding Your Clients' Common Emotional Problems and their Healthy Alternatives. Part III: A Step-by-Step Guide to Dealing with Your Clients' Emotional Problems. Part IV: Case Study – Linda. Part V: Epilogue.

2010: 232pp.

Hb: 978-0-415-58684-9: £60.00/\$99.00

Pb: 978-0-415-58685-6: £17.95/\$30.95

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Also Available



Neenan/Dryden: Life Coaching: A Cognitive-Behavioural Approach

Pb: 978-1-58391-138-9: 2001: 200pp. £14.50/\$24.95

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Neenan: Developing Resilience: A Cognitive-Behavioural Approach

Pb: 978-0-415-48068-0: 2009: 208pp. £14.50/\$23.50

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Palmer/Whybrow, Eds.: Handbook of Coaching Psychology: A Guide for Practitioners

Pb: 978-1-58391-707-7: 2007: 488pp. £27.95/\$49.50

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Sperry: Executive Coaching: The Essential Guide for Mental Health Professionals

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Vernon: Human Potential: Exploring Techniques Used to Enhance Human Performance

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Bestseller!



The Psychology of Executive Coaching Theory and Application

Second Edition

Bruce Peltier, University of the Pacific, California, USA

"This is a rich, comprehensive book for executives as well as their coaches. I strongly recommend this text for any executive interested in understanding and enhancing innovation in a good or bad economy." - **William H. Roedy, MTV Networks International**

Pb: 978-0-415-99341-8: 2009: 472pp. £22.95/\$39.95

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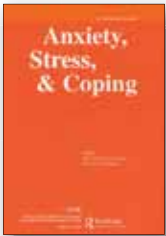
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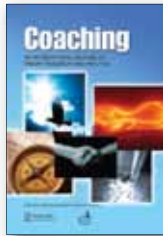
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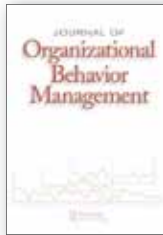
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