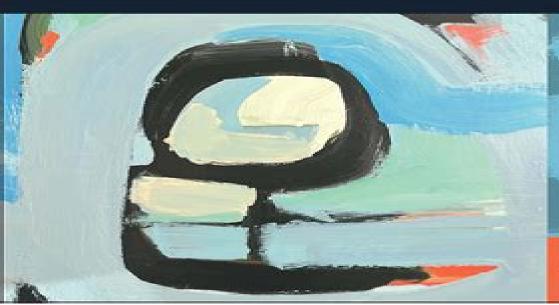
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4 TH EDITION

Flawless Consulting A Guide To Getting Your Expertise Used

Peter Block

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coaching concepts together It quickly became a practical and invaluable guide for both mental health practitioners looking to expand their practice into coaching and business professionals interested in improving their own coaching skills In this updated edition topics reflect the latest developments in the field of executive coaching Peltier describes several important psychological theories and how to effectively translate them into coaching strategies essential business lessons in leadership marketing and the corporate viewpoint along with vocabulary for the therapist the challenges women face as managers and executives and effective coaching methods for working with them and lessons from successful athletic coaches that can be integrated into consulting skills This edition includes four new chapters one describing psychopathology likely to be encountered by coaches Another describes and evaluates emotional intelligence a third summarizes adult developmental theory for coaches and a fourth sorts out the popular and scientific literature on leadership and leader development

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Robinson,2005-03-01 Research clearly indicates that there is a strong need for the Human Resources HR function and the people in it to adopt a more strategic and business linked approach In one study business executives ranked the HR function as third after sales and customer service as a function that makes a very significant contribution to a company s bottom line Unfortunately research also indicates that few HR functions have become strategic Most still operate in a primarily administrative and tactical manner the very work that is increasingly being outsourced Clearly there is a gap between what business leaders and employees need from their HR departments and what HR is providing HR functions must become more integrated into the business with some people on the HR team assuming the role of Strategic Business Partner SBP Here Dana and Jim Robinson offer guidance for HR Organization Development and Learning professionals who aspire to transform themselves into effective Strategic Business Partners They explain how SBPs build partnerships based upon credibility and trust with key organization leaders These partnerships provide SBPs with opportunities to identify and support projects directly aligned with business goals The success of these projects deepens the SBPs credibility enabling them to be viewed as strategic partners At this higher level of accountability SBPs work with business leaders to form long range business strategies and plans creating and implementing people initiatives that link into and support the business strategies and plans This practical guide offers case studies exercises tips and tools you can use to become a Strategic Business Partner in your organization

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