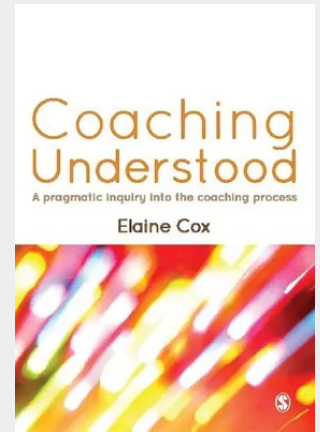


Coaching Understood

A Pragmatic Inquiry into the Coaching Process

'This book is a milestone in the coaching literature. Elaine Cox provides an excellent text that is scholarly, practical and accessible. She offers clear insights into how coaching works so that coaching is truly understood!' - Bob Garvey, Professor of Business Education, York St John Business School 'The development of the coaching literature has often been protracted and modest. In recent years, few coaching texts provided a significant leap forward in our understanding of psychological dynamics of coaching. For this reason, Cox's Coaching Understood is a game changer. More thoroughly and systematically than ever before, this work gets under the bonnet of the coaching engine and explores the mechanics of the coaching process. For anyone wondering why coaching works, this book is your answer.' - Yossi Ives, Tag International Development, UK (International Journal of Evidence Based Coaching Mentoring) Coaching Understood takes a fresh approach to coaching skills and techniques by examining each element of the coaching process in detail in order to verify and justify its effectiveness. By exposing the mystery underlying coaching's success as a personal and professional development intervention, Elaine Cox undertakes to generate a better understanding of coaching, improve coaching practice, and breed a new generation of more informed coachees and buyers of coaching. Coaching Understood is essential reading for students and practitioners alike.

As the only coaching text available to take this perspective, Coaching Understood does so by building an understanding of how all the basic elements present in the coaching interaction work and exposes the mystery underlying coaching's success as a personal and professional development intervention.



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