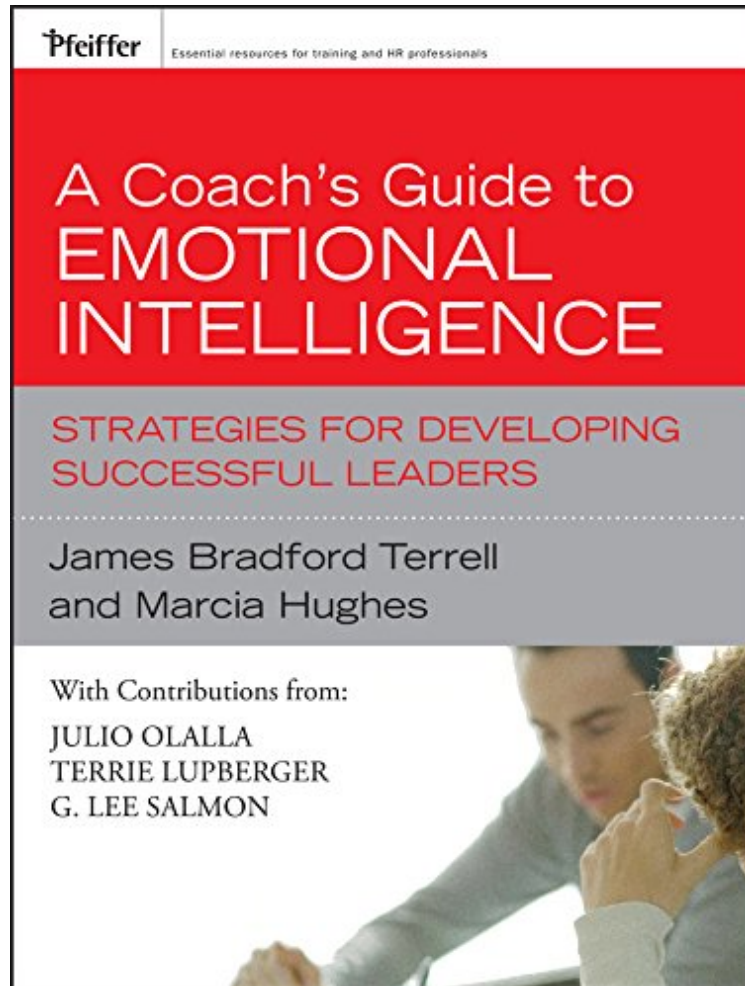


A Coach's Guide to Emotional Intelligence: Strategies for Developing Successful Leaders

James Bradford Terrell, Marcia Hughes

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James Bradford Terrell, Marcia Hughes : A Coach's Guide to Emotional Intelligence: Strategies for Developing Successful Leaders before purchasing it in order to gauge whether or not it would be worth my time, and all praised A Coach's Guide to Emotional Intelligence: Strategies for Developing Successful Leaders:

8 of 8 people found the following review helpful. An Important Book for Executive Coaches By Stephen Gladis This book teaches coaches how to use the same approach that experienced FBI agents employ when interviewing witnesses, victims, or even criminals: Look well beyond the surface of the conversation at the person's language, emotion, and body language (somatics). I particularly liked the authors' framing their key focus as Emotional Social Effectiveness--because it is more than emotional intelligence (which sounds both high-brow and out of touch). The authors also introduce five critical techniques, which resonated with me as an executive coach and former FBI agent. Here they are with my personal interpretation of what they mean in a nutshell: 1. Value Self--Respect and trust ourselves 2. Value

Others--Respect and trust others
3. Responsive Awareness--Be aware and act wisely
4. Courage--Do the right thing
5. Authentic Success--Balance meaning with achievement

The book not only provides a sound theoretical explanation of each of these techniques, but it also offers a number of concrete examples and case studies. I especially liked the chapter, "Coaching to Enhance, Develop, and Strengthen Emotional and Social Competencies in Government Leaders" by contributing author Lee Salmon (Federal Consulting Group, U.S. Department of Treasury). I only wish that this book had been around when I was teaching and coaching at the FBI Academy in a previous career. It would have helped me and my internal clients a great deal. I felt like this book was an important read for me as an executive coach and will serve as a great reference book for the future.

Steve Gladis[...] 4 of 4 people found the following review helpful.

Gail S. Williams
By Gail S. Williams
This is a unique and very welcome book that powerfully links coaching with emotional intelligence in a readily accessible format. As a Federal Government employee, I found that Chapter 10 on coaching to enhance, develop, and strengthen emotional and social competencies in government leaders accurately captures the challenges and opportunities in the Federal Government. Section 3, co-written by Julio Olalla and Terrie Lupberger of The Newfield Network, is worth reading and re-reading as it offers critical distinctions for building coaching competency.

5 of 5 people found the following review helpful.

Invaluable for University study
By Alan D. Snow
I have just finished reading your book at one sitting. Congratulations, it is a wonderful book and I only wish it was more widely known and read. I am currently doing my Masters degree in Coaching Psychology and your book deserves to be a recommended text. The coaching conversations alone are simply invaluable.

A Coach's Guide to Emotional Intelligence is a groundbreaking book that combines the topics of coaching and emotional intelligence in a down-to-earth resource for coaches, facilitators, and consultants. The authors, James Bradford Terrell and Marcia Hughes --two experts in the field of emotional intelligence training--offer a number of elegant solutions that help coaches and their clients develop the authentic emotional skills needed to meet the challenges of today's increasingly complex world. The book clearly shows how EI coaching can be applied within organizations and provides a solid coaching method for use with leaders in business settings. The book outlines five highly-effective strategies for developing influential leaders.

"...authors offer a number of solutions that help coaches" (Finance Management Faculty, October 2008)

From the Inside Flap
A Coach's Guide to Emotional Intelligence
Developing emotional intelligence (EI) is a key component for success in life and business. Recent scientific research has revealed that improving the EI competencies of leaders within an organization will positively impact a company's bottom line results.

A Coach's Guide to Emotional Intelligence is a groundbreaking book that combines the topics of coaching and emotional intelligence in a down-to-earth resource for coaches, facilitators, and consultants. The authors, James Bradford Terrell and Marcia Hughes --two experts in the field of emotional intelligence training--offer a number of elegant solutions that help coaches and their clients develop the authentic emotional skills needed to meet the challenges of today's increasingly complex world. The book clearly shows how EI coaching can be applied within organizations and provides a solid coaching method for use with leaders in business settings. The book outlines five highly-effective strategies for developing influential leaders.

In A Coach's Guide to Emotional Intelligence, guest writers Julio Olalla and Terrie Lupberger guide coaches in how to develop emotional intelligence in themselves and their clients using the acclaimed methods of Newfield Network. G. Lee Salmon from the Federal Consulting Group illustrates examples of how emotional intelligence coaching programs have been used to rebuild emotional effectiveness and team performance in organizations such as the federal agency NASA. Designed to be both a practical and inspirational resource, the book shows how coaches, by helping their clients further develop their emotional and social effectiveness, contribute to the transformation of the social, economic, and spiritual evolution of human civilization.

From the Back Cover
Praise for A Coach's Guide to Emotional Intelligence
"This book is a rich harvesting of the wisdom teachers, each of whom has discovered a core truth: we can't be fully human, offer our contributions, or live meaningful lives if we disregard or neglect our emotions. As the craziness of this time engulfs us, this truth provides a lifeline to a saner, happier life for us all."
--MARGARET J. WHEATLEY, author, Finding Our Way: Leadership for an Uncertain Time
"A Coach's Guide to Emotional Intelligence sets the stage for new and experienced executive coaches to apply emotional intelligence in their work. This book nicely lays out the case for coaching, why emotional intelligence is essential for success, a structure for the coaching experience, some 'how to's,' and useful case examples. Any level of coach should benefit from this book."
--STEVEN J. STEIN, Ph.D. co-author of The EQ Edge and author, Make Your Workplace Great
"This book provides the context necessary to understand the profound impact of well-rounded emotional intelligence in moving through today's complex organizational world. I am encouraged by the possibilities provided by the learning skills outlined in the book and by the beautiful vision that the leaders of tomorrow could assimilate these earlier in their lives and careers than prior generations."
--SUSANA ISAACSON, retired director of leadership development and organizational learning, Central Intelligence Agency
"We lost money in 2006 but we had one of the best years in the history of the company in 2007. I give much credit to Julio Olalla who used the principles from this book in his work with our company."
--DAVID NEENAN, chairman, The Neenan Company
"Coaches, people

who are being coached, and people who would like to receive the benefits of coaching, can all benefit greatly from this guide. Each of the contributors draws from a wide range of unique experience that helps the reader explore the many aspects of the powerful interface between emotional intelligence and coaching." —ALEXIS PHILLIPS, Chief Technology Officer, Team Coaching International