

What is Executive Coaching?

According to CoachU "coaching is a powerful, collaborative relationship between a coach and a willing individual which enables, through a process of discovery, goal setting, and strategic actions, the realization of extraordinary results. Coaching is inter-developmental in that the collaboration develops both the coach and the individual being coached."

That's a pretty good definition. I'd add that most of my clients are successful business people – either executives or sales – who are trying to achieve an extra 10%. Sometimes it comes from meeting a goal, or building a competency, or fixing a problem. Sometimes, as one CEO client puts it, it is to get honest feedback from someone who isn't 'invested' in the company. It is interesting that many of my clients want to focus on:

- interpersonal communication,
- time management,
- problem solving,
- decisions or
 - planning

Note: Most of my clients want to accomplish more by working effectively with others rather than by getting better at task management.