



i.e.
Executive Coaching • Training • Consulting
Factors • Methods • Trends

Aligning Self and Organizational Goals

Know Thyself

Personal Mastery

Mental Models

Managing Change

Managing Performance

Managing People

Coaching

Execution

Leadership

Intrapreneurship

Life Script, "Arriving" Document

Skills Inventory, What is truly desired

Managing and Resolving Conflicts

Change Readiness assessment, Making it Stick

Retention, Hi-Po, Hi-Per, Flyers

Planning for Self, Others, Organization

Managing a Business, End-to-end, Strategic, Biz & Sales Plan

Clarity of Purpose, Vision

Effortlessness, Joyousness, Earnings/Sweat Ratio

Handling Disagreements, Conducting Crucial Conversations

Role of a Change Agent

Exploiting Strengths, Putting it all together, Savage Exercise

Team Learning, Negotiations

Service Excellence, Customer Management Skills, IBM

Job Sculpting

Communication & Presentation Skills

Artist, Slave, Fool

Building "we" Space, Recognizing "Uniques"

A + B + C > D, Three Laws of Change

Performance Metrics, Problem Solving, Decision Making, Convergent & Divergent Thinking

Understanding & Energizing, Engaging & Energizing

Customer Interaction, Consulting, Focus on the "big" & Strategic

Earning Stripes

Time Management, Urgent Vs Important, LKF

Knowing Your personality style, 3Ds

Be aware of Biases, Tell Us, Tell Us!

My Iceberg is Melting

Internal and External Customers

Persuading and Influencing Skills

Goal Setting & Appraisals, Feed

Fundamentals: Ready, Aim, Shoot, the BAU Process

Charter, KPIs, 80-20 Rule on Self Vs Org

Understanding Coach, Mentoring

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The 5-step Coaching Process

Coaches Council, Managers Coaching Coaches, Mentoring

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