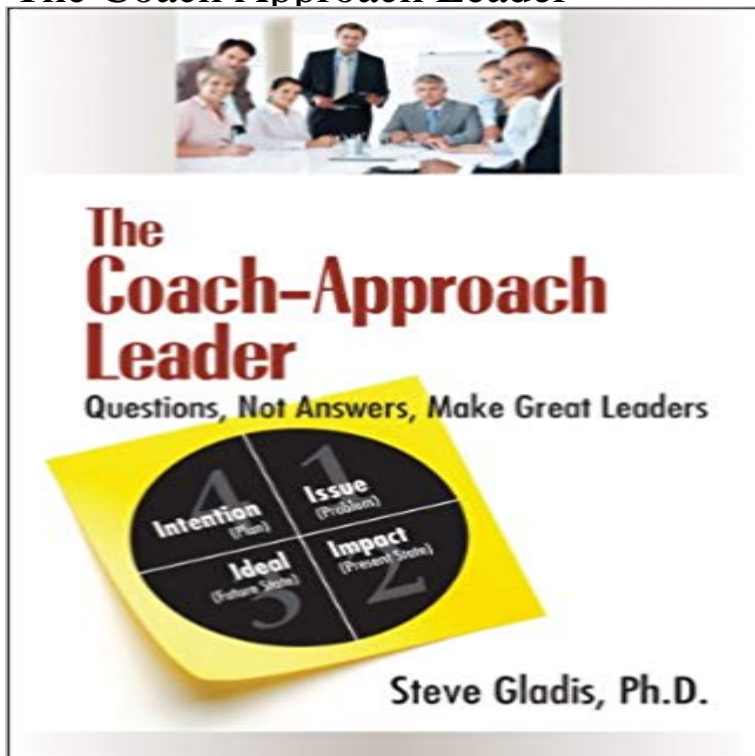


## The Coach Approach Leader



Are you one of those leaders everyone runs to for the answers? Are you exhausted at the end of the day from dispensing so much advice? Do you wish your employees would think about and solve their own problems? This book by leadership development expert Steve Gladis is for you. In *The Coach-Approach Leader*, you'll learn that great leaders avoid the traditional command and control approach to leadership. Instead, they focus on asking good questions rather than giving the right answers. In Part I, you'll learn how to coach like a pro by asking simple questions around a matrix. You'll discover how to conduct quick, question-based coaching discussions focused on good questions that:

Encourage people to stop, think and reflect Do not direct or assume a direction, but are curious and exploratory

Are open-ended, rather than close-ended, and keep people discovering

Come from listening and responding to people not waiting for your turn to talk and give advice You can use this easy-to-learn coaching process anywhere and at any time on direct reports, peers, teams, your boss and clients. Your job will be less stressful because you'll no longer bear the pressure of having all the answers. And your questions will help others grow and become independent. In Part II, the author shares a leadership fable that is a fictionalized case study of how the coach-approach leadership technique works. It is presented in a narrative form that everyone in your company from stockroom to boardroom can read and be inspired by.

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