

New from Open University Press

Executive Coaching

A Psychodynamic Approach

Catherine Sandler

Managing Director, Sandler Consulting executive coaching practice, UK

“As an experienced coach, I found this book extremely helpful in developing my coaching practice. It makes the psychodynamic concepts accessible through straightforward explanation and the use of case studies to bring the ideas to life. I would highly recommend this pragmatic and insightful book.”

Nicki Hickson, Director of Coaching, Ernst & Young

“This book is a 'must' for any coach who wants to go 'deeper' with clients. I recommend it enthusiastically for practising coaches, whether experienced or not and anyone training as a coach will undoubtedly learn a huge amount from the book.”

Dr Robert French

“The case studies and the careful analysis of clients' attitudes to colleagues at work and the effect on the organisation are the real strength of this book, which is very well-written. It certainly would be worth using as a textbook for coaching courses and is a helpful addition to current literature.”

Coaching Today, Journal of the BACP Coaching Division, April 2012

This beautifully-written book, by one of the UK's most experienced and highly-regarded executive coaches, provides a clear and concise introduction to psychodynamic concepts and their practical application to executive coaching. The book illustrates the value of this perspective for coaches and allied professionals and shows how they can incorporate it into their work.

To bring her coaching practice alive, Catherine Sandler shares numerous examples of her client work, including three full-length case-studies. She describes exactly what she does when coaching, and why, explaining step-by-step how psychodynamic concepts influence her practice. In particular, she demonstrates how the skilful use of psychodynamic insights can enable coaches to:

In particular, she demonstrates how the skilful use of psychodynamic insights can enable coaches to:

- Understand their clients in depth, including those thoughts and emotions that lie 'below the surface'
- Forge strong working relationships with their clients that rapidly engage them in the coaching process
- Promote significant, observable improvement in their clients' behaviour and performance at work
- Help clients to remain effective and skilful even when under pressure
- Deliver real benefit to the clients' organisations

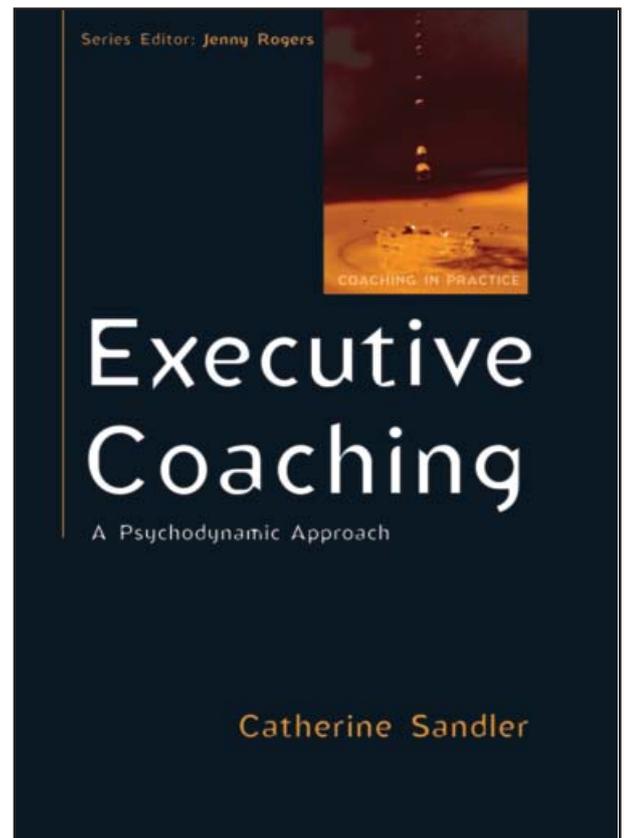


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The ice queen
Endings

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