



# SHERPA EXECUTIVE COACHING



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## Sherpa Strength: The Newsletter of Executive Coaching

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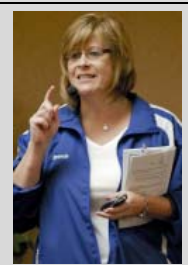
### Skills vs. Behaviors

Have you ever started your coaching engagement just to find out that your client expected you to focus on professional skills or technical development as opposed to behavior?

[READ MORE.](#)

### You Might Be A Sherpa If:

- You have more q-tips on your desk than in your medicine cabinet.
- You've been thrown under the Love Bus!
- You refuse to "own" anything.
- You ask "Is that Truth?" when the waiter tells you how great the special is.
- You have no problem telling people to get out of your kitchen.
- You become good at giving your spouse homework.
- You can spell the word "kabuki".
- You sign your tax return with 'How's that work for you?'



### Getting to a Decision

In the Sherpa Coaching process, there are ten ways to take a client to the summit. Each of those paths in the coaching process includes coaching tools: assessments and exercises which help a leader create positive changes in business behavior.

[READ MORE.](#)



### How to deal with Your Boss!

Here are three ways to help you succeed with your boss and your job.

[READ MORE.](#)

### Sherpa Store

**Order your Sherpa Client Journals in quantity, to have on hand and save money!**

- Sherpa journal - \$29**
- Quantity of 4 - \$105**
- Quantity of 10 - \$232**



### Knowing when an Employee Needs Help

As an executive or manager, you know that the people who work with you need your help. Some just need a little touch, a little encouragement.

[READ MORE.](#)

### Upcoming Executive Coaching Certifications:

Miami University, Ohio: Sep. 20-24 and Nov. 1-4, 2010  
 Meet the instructors at Voice of America: Wednesday, August 4<sup>th</sup>, 6-8 p.m.

### Upcoming Executive Coaching Certifications:

University of Georgia: Sept. 27-Oct. 1 and Nov. 8-11, 2010  
 Texas Christian University: Oct. 4-8 and Nov. 15-18

**Reaching the Summit:** The trouble with talking too fast is . . . you may say something you haven't thought of yet! Ann Landers

**Did you know:** If you spend more time asking appropriate questions rather than giving answers, your listening skills will increase . Brian Koslow, author