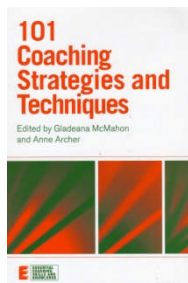


## the one page book review



**Title:** 101 Coaching Strategies and Techniques  
**Editors:** Gladeana Mc Mahon and Anne Archer  
**Publisher:** Routledge  
**Price:** £16.99

This book 'does what it says on the tin' that is, it's a compilation of 101 handy hints and tips for coaching. Each tip is described in no more than three pages, so it's easy to dip in and out of the book and to learn about a new practical skill or technique in minutes. References and further reading are suggested at the end of each tip for those who want to know more about a particular topic. Each of the 101 tips is organised in the same way; giving a clear purpose and description of the technique and detail on how to actually execute it. There is also information on the possible pitfalls to be encountered in using each technique. This is useful for the coach as he/she can exercise greater choice in the deployment of each technique as a result.

There are twenty contributors to the book, so expertise is provided from a wide range of experiences and from different approaches including Neuro Linguistic Programming, occupational psychology, family therapy and humanistic psychology.

The book is organised into sections so if you have a problem in your coaching, it is easy to locate a technique that may help. Coaching is a process that occurs *between* at least two people, so it's possible to read a technique with the purpose of adding benefit to the coachee, the coach or indeed both. Two sections of interest are 'Developing as a coach' and what to do 'When a client gets stuck'. The 'Developing as a coach' chapter includes information on how to develop reflexivity and how the coach can use his/her own whole experience to increase the richness of the 'data' available and to assist the coachee. The 'When a client gets stuck' chapter is useful if only because at some point in their career, any coach is going to come across this situation. It contains some very practical options on what you can do in these types of situation. Other chapters deal with problem solving and creativity, confidence building and relationships.

This is a book for professional coaches or for managers who do a lot of coaching. While some of the techniques are simple, they are also quite advanced and therefore likely to be of greater interest to the expert than to the occasional coach. It's a great reference resource for the coach who wants to add their 'toolkit' of skills or wants insight into dealing with a specific situation where they are experiencing difficulty. It can be dipped into or read cover to cover, but either way, keep it handy as it's the kind of resource you will want to re-visit again and again.