



Coaching as a Leadership Style: The Art and Science of Coaching Conversations for Healthcare Professionals

Robert F. Hicks PhD.

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The healthcare environment is in flux. On the one hand, doctors are being driven into ever larger group practices by increasing regulatory and administrative burdens and the need for greater negotiating power. At the same time, growing infrastructure costs and the threat of payment reform is pushing them into closer alignment with hospital systems. This rapidly changing environment requires a more sophisticated set of leadership skills.

This book introduces a unique and practical coaching style as a way of interacting with colleagues, managing direct-reports, helping others solve problems, responding to change, making effective choices and developing professionally. It draws from four evidence-based models for interacting with others and facilitating change - solution-focused therapy, cognitive-behavioral therapy, motivational interviewing, and transactional analysis – and reframes them so that they are congruent with managerial and leadership terminology and provide a practical set of methods and tools for today’s healthcare leader.

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