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This major new edition is totally revised and updated with new material on coaching in a crisis and leadership for a difficult future. Coaching for Performance is the bible of the industry and very much the definitive work that all coaches stand on. This new edition explains clearly and in-depth how to unlock people's potential to maximise their performance. Contains the eponymous GROW model (Goals, Reality, Options, Will), now established as the basis for coaching professionals.

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Particularly useful for those in leadership positions, or with aspirations for leadership, as it dissects how coaching - rather than managing - can improve performance, teamwork and business results. Includes a number of useful exercises and coaching questions that leaders can use, as well as demonstrating through example conversations how the theory can work in practice.

Coaching for Performance: GROWing Human Potential and ...

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1. Coaching for Performance: GROWing Human Potential and ...

In this workshop, participants will learn basic principles to manage individual employees. Managing people involves identifying potential in employees, assigning tasks accordingly, supporting employees to develop to their full potential, and manage lack of performance. Through brief lectures and hands-on exercises, participants will be introduced to each of these concepts. Learning Objectives ...

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