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High-Performance Coaching for Managers William J. Rothwell, Behnam Bakhshandeh, 2022-07-05 Coaching is a necessary skill for managers It is important as a fundamental part of an organization s talent efforts including talent acquisition development and retention strategies For a coaching program to succeed in an organization it should be recognized as a useful approach throughout the organization and become part of the fabric of the corporate culture Performance Coaching for Managers provides an important tool for organizations to use to train their managers on coaching This book differs significantly from other books in the coaching market Many books on coaching cast coaches as facilitators who question their clients the coachees helping them to articulate their own problems formulate their own solutions develop their own action plans to solve problems and measure the success of efforts to implement those plans That is called a nondirective approach But this book adopts a directive approach by casting the coach as a manager who diagnoses the problems with worker job performance and offers specific advice on how to solve those problems While there is nothing wrong with a nondirective approach it does not always work well in job performance reviews in which the manager must inform the worker about gaps between what is needed the desired and what is performed the actual The significant difference between what is currently available in the market and what is offered in this book is the authors collective experience of over 70 combined years of hands on research and delivery experiences in the Human Resources Development

field According to the Harvard Business Review 2015 workers generally expect their immediate supervisors to give them honest feedback on how well they do their jobs and specific advice on what to do if they are not performing in alignment with organizational expectations. When workers do not receive advice but instead are questioned about their own views they regard their managers as either incompetent or disingenuous Effective managers should be able to offer direction to their employees After all managers are responsible for ensuring that their organizational units deliver the results needed by the organization If they fail to do that the organization does not achieve its strategic goals This book gives managers direction in how to offer directive coaching to their workers

Coaching for Performance John Whitmore, 2010-11-26 This extensively revised and expanded new edition clearly explains the principles of coaching with illustrations from business and sport

EBOOK Management Judith Dwyer, Nicole Hopwood, 2015-03-06 EBOOK Management Managing People & Performance David Ross, 2012-03-23 A top team needs top players but successful managers also know how to get the best possible performance out of every member of their team whatever their personality or skill set To build a high performance team you need to know your team members individually and be able to motivate them to work together to deliver the results you need This book will teach you the key skills you need to create develop and manage a high performance team and at the same time accelerate your career development California. Court of Appeal (2nd Appellate District). Records and Coaching for Improved Performance Graham Willcocks, Steve Morris, 1997 This title helps **Briefs** California (State)., you look at what coaching is and how to get the best from it Starting with some basic insight into what happens and how in an effective coaching process and then exploring the skills needed to make a planned approach work **Management Effectiveness** Robert N. Lussier, Christopher F. Achua, 2001 To be an effective manager you must be an effective leader And while some people have innate leadership ability most people need to learn this skill Through the use of theory application and skill development exercises Management Effectiveness trains readers to know what leadership is and how it must be integrally linked to management for it to succeed It provides detailed information about communication empowerment delegation influencing and change management In addition the book provides hands on real world step by step models to demonstrate how day to day leadership functions are handled Through the use of this three stage approach of theory application and skill development Robert Lussier and Christopher Achua have created a leadership manual of the highest caliber that should be on every manager s bookshelf **Developing Leadership Skills** Rosie L. Albritton, Thomas William Shaughnessy, 1990 A polished version of a workbook for staff development at the U of Missouri Columbia library It is an anthology of papers from library psychology management journals This is a management book with some examples and many authors from libraries Annotation copyrighted by Book News Inc Portland OR

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