



John Whitmore

COACHING for PERFORMANCE

GROWing human potential and purpose

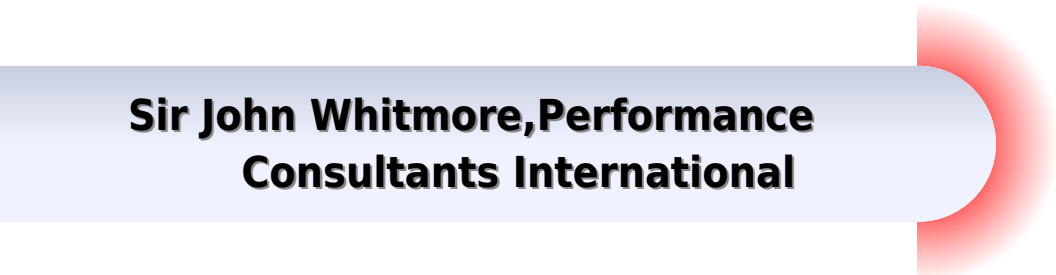
**The principles and practice of
coaching and leadership**



FOURTH EDITION

Coaching For Performance John Whitmore

**Sir John Whitmore, Performance
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serve to champion inclusivity alongside practical exercises which place an increased value on trust and responsibility Critical new material has further been added to strengthen the process of measuring the benefits of coaching as a return on investment all ensuring this contemporary new edition will remain at the forefront of professional coaching and leadership development Timeless The perfect handbook for you whether you re a new and aspiring manager or a seasoned leader seeking to improve your team s performance levels It is packed full of guidance on how to apply the GROW model to coaching high performing teams within different scenarios and comes with a helpful bank of coaching questions dialogues and a glossary Forbes

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Coaching for Performance John Whitmore,1996 *Coaching for Performance* John Whitmore,2017 Coaching for Performance is the proven resource for all coaches and pioneers of the future of coaching Magdalena N Mook CEO International Coach Federation ICF The seminal book featuring the powerful GROW model Coaching for Performance is the institution of the coaching profession This landmark text has now undergone the largest revision yet in its history to bring it fully up to date for today s professionals With a focus on coaching as a way of being rather than a temporary process this new edition explains how coaching can have a profound effect on the culture of an organisation No longer an activity conducted in isolation by a select few managers coaching impacts the growth of the whole company as well as the personal growth of the individual This new edition includes a Foreword by John McFarlane Chairman of Barclays and TheCityUK New chapters on culture change demonstrate how to build a high performance culture in any type of organisation and measure the results Extensive illustrative material has been added the visuals are those used in coaching training programmes by Performance

Consultants International one of the pioneering global firms in coaching leadership development and performance improvement Terminology has been revised throughout to align with that used by the International Coach Federation and a new full glossary of terms serves to make this the definitive book on the topic The influential GROW model Goals Reality Options Will featured in the book is supported by new international studies and examples which are included throughout ensuring that this edition will stay at the forefront of professional coaching and leadership development

Becoming a Coach Jonathan Passmore, Tracy Sinclair, 2024-10-12 This new and fully updated edition of the bestselling Becoming a Coach The Essential ICF Guide brings this essential guide for ICF coaches up to date for 2024 and onwards This book equips you with the skills and knowledge you need to develop yourself as a professional coach It will encourage you to reflect on who you are what you do and how you can enhance your skills By drawing on the ICF Gold Standard for coach training and the latest coaching research it will ensure your practice is well informed by evidence and is up to the highest professional standards The book will also help you as you undertake any coaching training program deepening your understanding of the core skills to be a coach and broadening your thinking as to how these can be applied with real clients in your own coaching practice Praise for the First Edition Becoming a Coach is the perfect place to start your coach development journey The book provides a comprehensive coverage of the issues in coaching and offers an essential guide to the new ICF coach competencies for new and developing coaches Marshall Goldsmith Thinkers 50 1 Executive Coach for 10 years Whether you are becoming a coach or are a seasoned coach supervisor mentor trainer or educator this book is your vital companion The authors bring decades of experience and research into one powerful resource Grounded in evidence based models plus tools activities reflective exercises and more this book is a must read Dr Laura L Hauser MCC MCEC Training Director Team Coaching Operating System Faculty Fielding Graduate University coaching program Executive Officer GSAEC org This is one of those rare books which has something for everyone One of the most comprehensive guides to becoming a powerful coach which starts from the basics and takes us to the essentials of mastery This book has embraced the complexity of coaching literature approaches and tools It has then structured and presented them in a fashion that brings together the chaos to a usable format I can safely say that this book would offer a new idea approach or perspective even to the most experienced of coaches Shweta Handa Gupta MCC Change Leadership Coach QuadraBrain Transformation Solutions Global ICF Young Leader Award Recipient 2018 In this crowded confusing profession called coaching Sinclair and Passmore have written the guidebook that clears the fog for coaches on their path to coaching excellence Becoming a Coach clarifies the distinction of coaching and why it is so effective provides specific practices for embodying a coaching mindset and is full of tools that will elevate your coaching impact No matter where you are on your journey this book will give you a bright light to follow Dr Marcia Reynolds MCC ICF Global Board Past Chair Author of Coach the Person Not the Problem A Guide to Using Reflective Inquiry

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