

50 Top Tools For Coaching A Complete Toolkit For Developing And Empowering People

This book presents practical leading-edge views on the key aspects of the craft of coaching. Management approaches and workplace culture help determine employee productivity, morale, talent acquisition and retention, and organizational adaptability. *How to Create a Coaching Culture* is a practical guide to embedding effective coaching behaviours within an organization to empower and engage employees to perform at their best. Using a combination of practical tools, assessments, case studies and examples, it provides guidance on how to plan and develop a strategy aligned to your organization and its goals, engage the board to secure 'buy-in', and how to effectively measure and evaluate initiatives in every stage of the employee lifecycle. This fully updated second edition of *How to Create a Coaching Culture* contains new material on promoting employee engagement, reinventing performance reviews, and new and updated case studies from HarperCollins, British Airways and Leanintuit. Online resources include a series of downloadable templates and tools to use in practice, including a board report, communication strategy, development plan, and pre- and post-course training assessment. *HR Fundamentals* is a series of succinct, practical guides for students and those in the early stages of their HR careers. They are endorsed by the Chartered Institute of Personnel and Development (CIPD), the UK professional body for HR and people development, which has over 145,000 members worldwide.

Develop an effective coaching culture with this essential guide from the *HR Fundamentals* series that empowers your workforce to achieve higher performance and deliver better business results.

The most effective leader behaves more like a coach. Authors Bill Eckstrom and Sarah Wirth have spent a decade researching the activities, behaviors, and performance of leaders. After studying more than 100,000 coaching interactions in the workplace, primarily of sales teams, they have been able to determine how coaching affects team outcomes and growth. The authors share three critical performance drivers, along with the four high-growth activities that coaches must execute to build a team that is motivated to achieve at the highest levels. Through both hard data and rich stories, Eckstrom and Wirth demonstrate how leaders can measure and improve their coaching to lead their teams to better results. *The Coaching Effect* will help leaders at all levels understand the necessity of challenging people out of their comfort zone to create a high-growth organization. Leaders will learn how they can develop trust relationships, drive accountability and leverage growth experiences to propel their team members to the highest levels of success.

Relationship Coaching

The Art of Coaching Workbook

StrengthsFinder 2.0

A Complete Toolkit for Developing and Empowering People

Creating Behavior That Lasts--Becoming the Person You Want to Be

Mastering Coaching

HBR Guide to Coaching Employees

Leadership Coaching is an essential tool for anyone who wants to learn to coach or improve their coaching skills. Written by a top Christian coach trainer, it is filled with real-life stories, practical tools and application exercises that bring coaching techniques to life. Part I is an in-depth look at how coaching fits with the purposes of God. Starting with key biblical concepts about how God builds leaders, this book goes beyond proof-texting to present an integrated, values-based paradigm for leadership coaching. Part II uses a hands-on, interactive approach to show you how to coach. Utilizing the seven key elements of effective coaching as a framework, each facet of the coaching relationship is explained in detail. Then follow-up Master Class sections help you internalize the key concepts and try them out in real life. Leadership coaching is a great introduction to a powerful way of helping others grow.

Performance Coaching offers a guide to the fundamentals of coaching with an overview of all the key principles, tools and case studies you need to develop more advanced knowledge. Whether you're thinking about becoming a coach, already running a professional coaching practice or thinking about how you can embed a coaching culture in your organization, Carol Wilson illustrates how to develop a best practice approach. Using practical tools throughout and with international case studies to illustrate the various cultural challenges coaches and managers can face, Performance Coaching is a complete resource for developing coaching in any organization. This new edition of Performance Coaching has been completely updated to offer a greater focus on building a coaching culture in organizations and the challenges that leaders face in understanding and developing a coaching approach.

The reasons that coaching works so well and can produce such dramatic results are grounded in psychology, so it follows that some of the most powerful coaching methods available draw on psychological thinking. This up-to-the-minute guide presents the latest thinking on the most effective techniques coaches can use with their clients. Every chapter is written by a leading expert in the field, and takes a rigorous, evidence-based approach which will give you a practical understanding of each method, supported with examples, and underpinned by the theory of the key psychological concepts in coaching. Ranging from cognitive-behavioural coaching, gestalt and positive psychology to neuroscience and mindfulness, this indispensable book will give any serious coach the tools they need to get the best from their clients.

Leadership coaching has become vitally important to today's most successful businesses. The Art and Practice of Leadership

Coaching is a landmark resource that presents a variety of perspectives and best practices from today's top executive coaches. It provides valuable guidance on exactly what the best coaches are now doing to get the most out of leaders, for now and into the future. Revealing core philosophies, critical capabilities, and the secrets of coaching success, this one-of-a-kind guide includes essays from fifty top coaches, including Ken Blanchard and Frances Hesselbein. Packed with cutting-edge ideas and proven best practices, this is the definitive source of information for anyone dealing with coaching.

Total Life Coaching

A Complete Toolkit for Improving Motivation and Productivity

Group Coaching

Coaching Tools 101 Coaching Tools and Techniques for Executive Coaches, Team Coaches, Mentors and Supervisors: Wecoach!

Volume 2

Practices & Perspectives

The theory and practice of coaching with singles, couples and parents

50 Top Tools for Coaching

The Art of Coaching is a book to shift thinking and open up new possibilities, to stimulate fresh insight, to adapt to your needs as a coach or manager and to use creatively in practice. Written by two experienced, highly qualified international coaches and supervisors, this creative book offers ideas to use across the range of coaching contexts including leadership, decision making, change and supervision. Combining brand-new, original diagrams with classic models from the learning development and management fields, Jenny Bird and Sarah Gornall have created a valuable resource for quick reference, instant accessibility and fast learning, built on a strong theoretical base. Each model in the book is explained with a clear, accessible diagram and a simple guide to what it is, how it works and how to put it into action. The text is full of inspiration for applications of the ideas in scenarios based on real coaching practice. The Art of Coaching will be an invaluable companion for coaches looking for new ways of developing awareness with clients, coaching students and trainees, coach supervisors, learning and development professionals and those working in human resource departments.

There is a tendency to assume that teams will naturally know how to self-organise and optimise their collective talents. This thoughtful and engaging book explores the practicalities of coaching teams and some of the challenges that naturally occur because of who we are as human beings. Part of The Professional Coaching Series, this book challenges the assumption that self-organising teams will work in all settings, answering some of the recurring questions and challenges observed in many organisations. How do we connect with each other, so we create trust? How do we work through conflict and see it as part of a natural ebb and flow in relationships? How do we create meaningful work in the context of an ever-changing environment? The opening chapter lays out some basic team coaching principles to help set the stage for coaching people in teams and there are coaching questions in each chapter to engage the reader, as well as tools they can use immediately. Coaching teams is more than

just applying coaching skills. It requires a deep understanding of how people behave and an adaptive approach to coaching. This book provides both research references and practical tools to help team coaches start their team coaching journey.

A leading executive coach pinpoints three vital traits necessary to advance your career In *Getting Ahead*, one of the top 50 executive coaches in the United States, Joel Garfinkle reveals his signature model for mastering three skills to take your career to the next level: Perception, Visibility, and Influence. The PVI-model of professional advancement will teach you to: (1) Actively promote yourself as an asset and valuable person inside the organization, (2) Increase your visibility to gain others' recognition and appreciation for your efforts and (3) Become a person of influence who makes key decisions inside the organization. *Getting Ahead* will put you ahead of the competition to become a known, valued, and desired commodity at your company. For more than two decades, Joel Garfinkle has worked closely with thousands of executives, senior managers, directors, and employees at the world's leading companies, and has authored 300 articles on leadership Offers detailed guidance on how to increase exposure, boost visibility, enhance perceived value for your organization, and ultimately achieve career advancement Explains how to get your name circulating among higher levels of management so others know you, see your results, and acknowledge the impact you bring to the company

Coaching is an essential skill for leaders. But for most busy, overworked managers, coaching employees is done badly, or not at all. They're just too busy, and it's too hard to change. But what if managers could coach their people in 10 minutes or less? In Michael Bungay Stanier's *The Coaching Habit*, coaching becomes a regular, informal part of your day so managers and their teams can work less hard and have more impact. Coaching is an art and it's far easier said than done. It takes courage to ask a question rather than offer up advice, provide an answer, or unleash a solution. Giving another person the opportunity to find their own way, make their own mistakes, and create their own wisdom is both brave and vulnerable. It can also mean unlearning our "fix it" habits. In this practical and inspiring book, Michael shares seven transformative questions that can make a difference in how we lead and support. And, he guides us through the tricky part - how to take this new information and turn it into habits and a daily practice.

-Brené Brown, author of *Rising Strong* and *Daring Greatly* Drawing on years of experience training more than 10,000 busy managers from around the globe in practical, everyday coaching skills, Bungay Stanier reveals how to unlock your peoples' potential. He unpacks seven essential coaching questions to demonstrate how---by saying less and asking more---you can develop coaching methods that produce great results. - Get straight to the point in any conversation with The Kickstart Question - Stay on track during any interaction with The AWE Question - Save hours of time for yourself with The Lazy Question, and hours of time for others with The Strategic Question - Get to the heart of any interpersonal or external challenge with The Focus Question and The Foundation Question - Finally, ensure others find your coaching as beneficial as you do with The Learning Question A fresh, innovative take on the traditional how-to manual, the book combines insider information with research based in neuroscience and behavioural economics, together with interactive training tools to turn practical advice into practiced habits. Dynamic question-and-answer sections help identify old habits and kick-start new behaviour, making sure you get the most out of all seven chapters.

Witty and conversational, *The Coaching Habit* takes your work--and your workplace--from good to great.

Excellence in Coaching

Helping Teams Flourish

The Art and Practice of Leadership Coaching

How to Create a Coaching Culture

Getting Ahead

50 Top Tools For Coaching

Theory, Tools and Techniques to Achieve Outstanding Coaching Performance

The acclaimed Crisp 50-Minute series presents self-paced learning at its easiest and best. Comprehensive self-study books for business or personal use are filled with exercises, activities, assessments, and case studies. COACHING FOR DEVELOPMENT contains the five roles of a coach, how to model each role, six coaching tools, and more.

On-going coaching and development that can be a “game changer” for all employees! All great coaches know how to ask good open-ended questions and how to give effective feedback. They keep a balanced and honest perspective that separates the person from the problem or issue; coaching to leverage their unique strengths and helping them improve weaknesses with a mindset focused on continuous improvement. This ongoing coaching and development can be a “game changer” for all people and teams with access to it. But what about the teams and players that aren’t empowered—or even allowed—to expand their roles? Or the team members whose careers don’t inspire or play to their natural gifts, talents, and strengths? It’s painful for any organization or manager when people on their team aren’t given the tools to succeed; and more painful still when the team member doesn’t yet realize it. But by coaching through leadership, any manager of any organization can create a supportive structure that helps assign the right roles, resources, tools, and career opportunities that will best leverage their strengths. Determines coachability and readiness for employee change and improvement Builds awareness to deal with the right issues, challenges, and opportunities Offers leaders/managers the tools to help a performer leverage their greatest gifts, talents, and strengths Allows for dialogue and tactics to close gaps in experience, communication styles, and personality Guides managers in how to have dialogue around difficult and important issues with their employees Includes coaching principles, practices, and tools with practical, real-world examples Offers strategies and tools to help employees become more motivated for effective change, action, and accountability Each chapter includes a series of powerful and provocative coaching questions for any leader or manager to use immediately in the workplace.

Coaching Tools, Volumes 1 and 2 offer a rich source of applied tools and techniques that have hitherto not existed and could never have been achieved without the valuable contributions and support of the 90+ coaches who helped create these books. Contained within these 2 volumes are over 200 tried-and-tested 'favourite' coaching tools. The tools are varied, reflecting the range of contributors, and drawing disparately from Behavioural, Cognitive Behavioural, Motivational Interviewing, Acceptance and Commitment Therapy, Compassion, Positive Psychology, Psychodynamic, Gestalt, Solution-focused, Mindfulness and Neuroscience frameworks amongst others. The contributors include Marshall Goldsmith, Richard Boyatzis, Tammy Turner, Peter Hawkins, Suzy Green, Christian van Nieuwerburgh, Jonathan Passmore and many more. Fully illustrated in colour, each tool is presented in a simple to use step-by-step guide, making this an essential contribution to every coach's and leader's personal library.

Bestselling author and world-renowned executive coach Marshall Goldsmith examines the environmental and psychological triggers that can derail us at work and in life. Do you ever find that you are not the patient, compassionate problem solver you believe yourself to be? Are you surprised at how irritated or flustered the normally unflappable you becomes in the presence of a specific colleague at work? Have you ever felt your temper accelerate from zero to sixty when another driver cuts you off in traffic? Our reactions don’t occur in a vacuum. They are usually the result of unappreciated triggers in our environment—the people and situations that lure us into behaving in a manner diametrically opposed to the colleague, partner, parent, or friend we imagine ourselves to be. These triggers are constant and relentless and omnipresent. So often the environment seems to be outside our control. Even if that is true, as Goldsmith points out, we

have a choice in how we respond. In Triggers, his most powerful and insightful book yet, Goldsmith shows how we can overcome the trigger points in our lives, and enact meaningful and lasting change. Goldsmith offers a simple “magic bullet” solution in the form of daily self-monitoring, hinging around what he calls “active” questions. These are questions that measure our effort, not our results. There’s a difference between achieving and trying; we can’t always achieve a desired result, but anyone can try. In the course of Triggers, Goldsmith details the six “engaging questions” that can help us take responsibility for our efforts to improve and help us recognize when we fall short. Filled with revealing and illuminating stories from his work with some of the most successful chief executives and power brokers in the business world, Goldsmith offers a personal playbook on how to achieve change in our lives, make it stick, and become the person we want to be.

50+ Life Lessons, Skills, and Techniques to Enhance Your Practice-- and Your Life

Organizational Coaching

Powerful Leadership Through Coaching

50 Top Tools for Employee Wellbeing

A Practical Guide to Team Coaching to Improve Collaboration and Drive Organizational Success

Principles, Practices, and Tools for Leaders and Managers at Every Level

Coach the Person, Not the Problem

Full of exercises, models, checklists and templates, this book covers how to assess the needs of clients, select the right tool for the circumstance and deliver effective coaching with confidence. A complete resource for both in-house and external coaches, 50 Top Tools for Coaching presents the techniques required for every coaching situation. It focuses on every stage of the coaching process, from setting up and managing the coaching relationship, understanding and resolving conflict, developing client confidence and performance to enhancing leadership styles and coaching during periods of change. Supporting hints and tips are found throughout to maximise the effectiveness and impact of the tools. This fully revised fifth edition of 50 Top Tools for Coaching includes new tools for managers for performance coaching and for building your own coaching practice. It remains an indispensable resource for coaches of all levels of experience and in all remits, as well as managers and leaders looking to improve performance in their organizations through coaching. Online supporting resources include additional tools, interactive templates and videos of the tools in action demonstrated by the authors.

Coaching is one of the most sought-after leadership skills - vital for anyone who wants to develop a team of people who will perform effectively, but are also motivated and relish working together. It's also a dynamic discipline which, in recent years, has developed and grown to embrace theory and practice from a wide range of other disciplines, frameworks and models. Mastering Coaching starts by asking what skills an effective coach must now possess to boost the performance of their coachees. In response, it summarises the most important research in areas such as neuroscience, sports psychology and mindfulness, positive psychology, mastery and goal-setting and offers a clear, simple and practical guide to how this new thinking can help coaches and managers to develop their own coaching practice. Written by Max Landsberg, executive

coaching and professional development expert and author of the perennial bestseller *The Tao of Coaching, Mastering Coaching* goes beyond the basics of coaching by providing insights which offer a proven route map to coaching success. Practical and jargon-free, the book will equip readers with the techniques and tools necessary to take their coaching to the next level.

Group Coaching is everything you need to run successful coaching sessions effectively. Based on 20 years of HR, consulting and practical coaching experience, this book offers tools, tips, ideas, different perspectives and easy-to-use templates. Group coaching on its own is a powerful tool and when linked to your talent strategy becomes the means to optimize collective talent in any organization.

Resource added for the Human Resources program 101161.

Trinity of Coaching

50 Top Executive Coaches Reveal Their Secrets

What Great Leaders Do to Increase Sales, Enhance Performance, and Sustain Growth

The Disciplines, Skills, and Heart of a Christian Coach

50 Top Tools for Coaching, 2nd Edition

A Complete Psychological Toolkit for Advanced Coaching

A Handbook of Tips and Tools

An updated version of the StrengthsFinder program developed by Gallup experts to help readers discover their distinct talents and strengths and how they can be translated into personal and career successes.

Why do some wellness entrepreneurs find freedom, flexibility and a healthy income online - while others get stuck spinning their wheels, never finding clients or making sales? It's not about who has the best website, or who spends more time on social media. The secret is in the system. Wellpreneurs who find clients online have a system in place that failing wellpreneurs don't. This system brings more of the right people to your website, and turns them into paying clients. It's this proven, step-by-step system you'll learn in this book. Wellpreneur is a guide to nailing your niche and finding more clients online, written just for wellness entrepreneurs. If you're a health coach, yoga teacher, personal trainer, nutritionist or other wellness professional, you'll: Get total clarity on your target market, so you know exactly who you're serving (and why). Learn the proven five-step Organic Growth System to attract ideal prospects

to your website and turn them into paying clients. Peek inside the businesses of successful wellpreneurs, to learn how they grew profitable wellness businesses online. Streamline your online marketing, so you can spend less time marketing, and more time doing work you love! Total Life Coaching by Pat and Lloyd is more than just a book.

A practical guide for getting the most out of The Art of Coaching The Art of Coaching Workbook is the resource you've been waiting for to accompany Elena Aguilar's The Art of Coaching. Ideal for new and novice coaches, as well as for those who have years of coaching under their belt, this workbook will help you improve your coaching skills. This vital companion text includes: Dozens of activities to help you internalize the concepts described in The Art of Coaching Exercises to guide you in identifying your own coaching beliefs, style, and practices Short and lengthy transcripts of coaching conversations Additional examples of key concepts in The Art of Coaching, including the Ladder of Inference and the Coaching Lenses New ideas and information that build on those in The Art of Coaching This workbook is also for those who lead and manage coaches. An entire chapter is dedicated to structures, routines, and practices that are easy to implement in professional development sessions. In addition, a new Transformational Coaching Rubric and other tools for assessment and reflection are included. If you aspire to provide meaningful learning for coaches, and you already have The Art of Coaching, this workbook is all you'll need.

Leadership Coaching

Say Less, Ask More & Change the Way You Lead Forever

Skills for Managers and Team Leaders

The Art of Coaching

A Practical Introduction

Three Steps to Take Your Career to the Next Level

Mastery in Coaching

A complete resource for both in-house and external coaches, 50 Top Tools for Coaching presents the techniques required for every coaching situation. Full of exercises, models, checklists and templates, it covers how to assess the needs of clients, select the right tool for the circumstance and deliver effective coaching with confidence. The book focuses on every

stage of the coaching process, from setting up and managing the coaching relationship, understanding and resolving conflict, developing client confidence and performance to enhancing leadership styles and planning for the future. Supporting hints and tips are found throughout explaining how these tools help coaches be more successful. This fully revised 4th edition includes new tools for topical issues such as development coaching for women and coaching in times of organizational change. Online supporting resources include additional tools, interactive templates and videos of the tools in action demonstrated by the authors. Develop effective coaching approaches with this definitive guide to best practice in the coaching profession.

Relationship Coaching provides a comprehensive guide to coaching to achieve relationship success and enrichment in three main areas: to help single people to form and secure stable relationships, to assist couples seeking to enhance their relationship and to support parents looking to improve their relationships with their children. Yossi Ives is an experienced relationship coach and Elaine Cox is an expert on developmental coaching approaches. They explain how the fundamental elements of coaching are customised and adapted to meet the needs of relationship enhancement. The book introduces specific coaching theories, processes and techniques through the use of practical case studies, which provide insight into a range of applications and contexts, and introduces new ways of approaching marriage and singles coaching. Relationship Coaching combines an accessible, practical guide with a strong theoretical underpinning. It will be an essential guide for coaches, counsellors and students, as well as other professional helpers including social workers and ministers.

50 Top Tools for Coaching contains a selection of forms, models and exercises and an explanation of how and when to use them. Tools are provided to cover all aspects of a coaching relationship, from coaching briefs and contracts through to planning for the future. The Toolkit is designed to be used like a reference book to dip into the topic when needed. Each tool contains an overview and model diagrams so that the coach can understand the words and the big picture. The book is accompanied by online resources, including audio and visual examples of best practice coaching. The forms and models are also available to download.

Executive Coaching
A Guide to Using Reflective Inquiry

Building Relationships and Programs that Drive Results

Coaching for Development

The Coaching Habit

A Complete Toolkit for Developing Happy, Healthy, Productive and Engaged Employees

50 Top Tools for Coaching A Complete Toolkit for Developing and Empowering People

Workplace learning professionals need to add coaching to their toolkit of strategies and skills. "Organizational Coaching" teaches the reader concrete, behaviorally based steps on the how and what of coaching for organizations. The authors present a systems approach in which learning professionals can effectively coach individuals, teams, or even work towards a coaching culture that any professional can adapt and use. Full of tips, advice, checklists and assessments, "Organizational Coaching" addresses all three levels of organizational coaching. This roadmap enables readers to reach a desirable coaching outcome despite the constantly changing objectives in organizations today. Most coaching books focus on the relationship between coach and client or on commonly acknowledged coaching competencies. "Organizational Coaching" fills the void in coaching literature by providing instructions for organizations, distinguishing organizational coaching from the more widely known 'life coaching.' Full of tips, advice, checklists and assessments, the authors explain how to reach a desirable coaching outcome and create a successful coaching program. The presented model for organizational coaching is easily adapted to any individual or organization.

In a world of political and economic uncertainty where stress and unhappiness are on the rise, improving employee wellbeing has never been more important. But with budgets being squeezed and the constant need to do more with less, this can seem like an insurmountable task. 50 Top Tools for Employee Wellbeing shows that interventions don't need to be expensive or time-consuming. It contains practical tools for immediately improving staff wellbeing, resulting in happier, more engaged and more productive employees. Each tool in

the book includes guidance on when to use it, how to get the most out of it and – most importantly – how to measure its impact to show what's working and where efforts are best focused. Addressing all the key areas of the subject, from career development and workplace culture to physical, mental and financial wellbeing, this is a complete resource for improving your workforce's wellbeing.

From a founding member of the coaching movement comes a detailed guide to mastering one of a coach's toughest skills: thoughtfully reflecting clients' words and expressions back to them so they see themselves and their world through new eyes. “Coaches rely far too much on asking open-ended questions,” says Marcia Reynolds. But questions only seek answers—inquiry provides insight. When, instead of just questions, clients hear their thoughts, opinions, and beliefs spoken by someone else, it prompts them to critically consider how their thinking affects their goals. Reynolds cites the latest brain science to show why reflective inquiry works and provides techniques, tips, and structures for creating breakthrough conversations. This book will free coaches from the cult of asking the magical question by offering five essential practices of reflective inquiry: focus on the person, not the problem; summarize what is heard and expressed; identify underlying beliefs and assumptions; unwrap the desired outcome; and articulate insights and commitments. Using these practices, combined with a respectful and caring presence, helps create a space where clients feel safe, seen, and valued for who they are. Coaches become change agents who actively recharge the human spirit. And clients naturally dive deeper and develop personalized solutions that may surprise even the coach.

Building Top-Performing Teams

God, You and Your Life Coach

Coaching Self-Organising Teams

Triggers

Wellpreneur

The Ultimate Guide for Wellness Entrepreneurs to Nail Your Niche and Find Clients Online

A Practical Guide to Optimising Collective Talent in Any Organization

Equip yourself with these tried and tested tools and techniques to use at every stage of the coaching process to improve performance

Improve employee engagement, productivity, happiness and health with this practical toolkit.

Trinity of Coaching: God, You, and Your Life Coach is a practical guide for coaches, coaching clients, ministers, and laypeople. Packed with supported techniques, practical advice, and life application lessons, this book is an excellent tool to help you integrate your Christian faith principles into your coaching sessions and daily activities.

How to Create a Coaching Culture is a practical guide to developing an effective, efficient coaching culture in your organization. It demonstrates how to empower your workforce to achieve higher performance and greater business results. Specifically tailored to practitioner needs it offers coaching practice and aligns it clearly with organizational and HR strategy and objectives. Using a combination of practical tools, assessments, and case studies from best practice it will build your fundamental knowledge and equip you to take action by planning, pitching, and building. It also offers a complete framework for evaluating benefits and measuring return on investment. How to Create a Coaching Culture is part of the HR Fundamentals series, offering practical advice to HR professionals starting out in their career, completing CPD training or studying for professional qualifications with the CIPD.

50 Top Tools for Employee Engagement

Coaching Tools 101 Coaching Tools Tech

Practical insights for developing high performance

A Complete Guide to Best Practice Coaching and Training

Tools to Make Every Conversation Count

Performance Coaching

The Coaching Effect

Improve resilience, motivation and productivity in your workplace by drawing upon these ready-to-use, tried-and-tested resources.

The best way for a business to succeed is through its people. While there are gains to be had from streamlining processes, reducing costs or making a strategic change, the biggest potential for success comes through how humans collaborate. Specifically, the greatest gains are achieved through high performing teams, and teams of teams. Containing more than 40 tools which can be used in a virtual or in-person coaching environment, Building Top-Performing Teams is a practical guide for leaders, HR professionals, coaches, team coaches and anyone with management responsibility. It covers how to motivate, develop, engage and reward a team of employees with different levels of experience and priorities to achieve outstanding business success. Building Top-Performing Teams includes essential guidance, tools and techniques that show how to promote team ways of working rather than individual-focused processes. It also includes guidance on managing internal team conflict and ensuring that teams are purpose-driven and working towards a shared business goal. Each chapter includes diagnostic questions and reflective practice exercises to allow readers to identify how to apply each element of team development to their workforce. Supported by the authors' experience in organizations such as the BBC, John Lewis, KPMG, Britvic, the NHS and BMW this is essential reading for anyone needing to unlock the value of teams to achieve greater business performance.