



Coaching For Results: Transforming Managers from Bosses to Coaches

Rich Meiss M.B.A

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This book is for the leader, manager, supervisor or coach who wants to fully develop his/her people while getting great business results. Included are specific word tracks and ideas that can be used to handle five different coaching situations including 1) reinforcing good behavior, 2) redirecting poor behavior, 3) addressing bad habits, 4) confronting poor performance, and 5) facilitating conflict resolution between employees. Also included are specific ideas for building three key coaching skills: 1) asking good coaching questions, 2) listening and communicating effectively, and 3) giving effective feedback. Readers will discover a wealth of ideas related to coaching's basic tenet: growing people while getting great results.

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