



COACHING FOR COMMITMENT

Coaching For Commitment

Dennis C. Kinlaw



Coaching For Commitment:

Coaching for Commitment Cindy Coe, Amy Zehnder, Dennis C. Kinlaw, 2013-04-03 This new third edition of the best selling Coaching for Commitment is based on the groundbreaking coaching work of the late Dennis C Kinlaw In this thoroughly revised and updated edition the authors Cindy Coe and Amy Zehnder clearly show that coaching is a proven strategy for improving performance in today s environment of intense competitiveness for total customer satisfaction continuous improvement and the drive to deliver superior products and services This book includes the most current coaching strategies and methodologies and provides information on the latest definitions of what coaching is and ways to succeed at coaching The authors take Kinlaw s concept of tying coaching and commitment one step further and make commitment to action part of a new coaching model Coaching for Commitment offers a practical how to guide to coaching for anyone no matter what their skill level who wants to hone their coaching skills for a range of circumstances and using a variety of methods face to face with a virtual team on the fly by phone or e mail Coaching for Commitment is filled with easy to use tools illustrative examples and sample coaching conversations that clearly show how to use the coaching process understand the underlying model and develop the needed skills

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a part of another coaching or leadership course The CSI Observer is a 50 item questionnaire that users self score with the intent of providing 360 degree feedback observations to coaches and would be coaches on their behaviors skills and the roles they play when interacting with others manager mentor instructor or coach The CSI Observer takes approximately 15 minutes to complete and can be completed using anonymous methods to gain the maximum impact and clarity in feedback The CSI Observer is a companion to the CSI Self and is intended for use by anyone who wants to know the perceptions of others in the areas of identifying 1 a coaching gap compared to an ideal 2 the role s he or she gravitates toward and 3 proficiency levels in using certain coaching skills during interactions with others Coaching for Commitment Dennis Kinlaw,1999 Coaching For Commitment Workshop Cindy Coe,Amy Zehnder,Dennis C. Kinlaw,2007-12-21 The Participant s Workbook is your guide to the two day Coaching for Commitment Workshop In this third edition of the Coaching for Commitment Workshop all the bases have been covered Authors Cindy Coe and Amy Zehnder have strengthened and streamlined this new and improved two day workshop to make it even more participant centered and dynamic It now provides an interactive and engaging learning experience that is the most effective way to make the shift to the coach role In this workshop participants will Become involved by understanding the various roles they play when interacting with others Discover ways to be more effective in the coach role and how to gain commitment from the person being coached PBC Commit to creating a Coaching for Commitment Culture The Participant s Workbook will serve as your learning tool activity guide and post workshop reference guide Coaching for Commitment, Coaching Skills Inventory Self Dennis C. Kinlaw,1999-04-09 Coaching is for everyone In this all new edition of his best selling package Dennis Kinlaw gives you the insight you need to improve performance by empowering your colleagues In today s employee centered organizations the opportunities for leadership no longer rest with managers and supervisors alone everyone needs to be a coach With Kinlaw s help you can teach people in all types of organizations to Build commitment to tasks Encourage successful project completion Enhance job satisfaction and much more Coaching for Commitment, Participant Workbook 1&2 Set Dennis C. Kinlaw,1999-04-09 Coaching is for everyone In this all new edition of his best selling package Dennis Kinlaw gives you the insight you need to improve performance by empowering your colleagues In today s employee centered organizations the opportunities for leadership no longer rest with managers and supervisors alone everyone needs to be a coach With Kinlaw s help you can teach people in all types of organizations to Build commitment to tasks Encourage successful project completion Enhance job satisfaction and much more **Coaching for Commitment, Trainer's Package: includes one Trainer's Guide and video, plus sample copies of all participant materials** Dennis C. Kinlaw,1999-04-07 Coaching is for everyone In this all new edition of his best selling package Dennis Kinlaw gives you the insight you need to improve performance by empowering your colleagues In today s employee centered organizations the opportunities for leadership no longer rest with managers and supervisors alone everyone needs to be a coach With Kinlaw s help you can teach people in all types of

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