



Developing Managers

Developing Managers As Coaches

Frank Salisbury



Developing Managers As Coaches:

Developing Managers as Coaches Frank Salisbury, 1994-01-01 This is a book to inspire and instruct you on how to deliver the concept practice and process of coaching into your organization For the managers you have to train realizing the power of how to nurture develop and empower their staff to release untapped potential can mean a radical difference in their management effectiveness With a vigorously practical focus this book successfully combines coaching strategies from the athletic world with managerial approaches to motivation Frank S Salisbury uses this to provide you with logical easy to implement ways of helping your managers become activators to getting the best from people He has applied these strategies with dramatic effect to offer you guidance on enlightening your managers on how to release latent skills and talent advice based on extensive research and illustrations from real life situations Encouraging your company to leap forward into the crucial concept of coaching is a challenge one which this book will enable you to meet with confidence and insight **The Coaching Manager** James M Hunt, Joseph R Weintraub, 2002-05-06 The Coaching Manager provides real world strategies for developing people in any organization Hunt and Weintraub bring together a new model of coaching along with a solid understanding of how business works A must read for leaders at all levels Roger Enrico former Chairman and CEO of PepsiCo Inc Managers and entrepreneurs alike will find The Coaching Manager to be of immense value in learning to coach as well as creating a coaching friendly environment Hunt and Weintraub give us an approach to coaching that managers can start using immediately This book belongs on every manager s bookshelf Arthur M Blank Co Founder and Retired Co Chairman The Home Depot Chairman President and CEO Atlanta Falcons Hunt and Weintraub impart solid insight and advice for developing leadership talent and inspiring performance through an innovative coaching model The depth of their research and experience with thousands of managers is relevant to any business leader interested in aligning talent with their organization I have participated in their leadership coach training program and recommend it to all leaders who value support and encourage their most precious assets the employees Patricia A Hickey R N M S M B A Vice President Cardiovascular and Critical Care Services Children s Hospital Boston Mass A rich wonderful resource for all managers wanting to develop the potential of their people In this one volume you ll find all the guidance tools and examples needed to become a master coach In a world where the capacity to coach is no longer nice to have but a necessity to know this is the book to buy Jay A Conger Professor London Business School and author of Building Leaders The Coaching Manager Developing Top Talent in Business introduces an easy to implement developmental coaching model based on the authors extensive work with thousands of managers executives and MBA students The goal is for managers to help employees learn and be more productive on a day to day basis This model encourages employees to take greater responsibility for their learning and development while forging a helping relationship between manager and employee Such an approach to management will lighten the emphasis on evaluation and create learning opportunities for all involved The book includes

twenty real world cases self assessment tools and action checklists to deepen skills and understanding The Coaching Manager will benefit managers leaders and entrepreneurs in business and not for profit organizations those in MBA programs students in leadership organizational development and human resource management as well as participants in executive training programs

The Center for Creative Leadership Handbook of Leadership Development Ellen Van Velsor, Cynthia D. McCauley, Marian N. Ruderman, 2010-03-01 Praise for The Center for Creative Leadership Handbook of Leadership Development The most authoritative comprehensive and practical source for developing leadership capability in any organization The handbook integrates the very best of theory and practice and serves as a valuable road map to creating a foundation of systemic leadership excellence now and for the future Thomas J Griffin vice president organizational learning and chief teaching officer U S Cellular Only from the Center for Creative Leadership could we expect to see such a rich authoritative and actionable set of the latest resources for developing leaders All those who have responsibility for developing leaders senior executives leader development professionals and leaders themselves as well as those who study leadership need to read this book Douglas T Tim Hall founding director Executive Development Roundtable Boston University The changes in the third edition of The Handbook of Leadership Development make a good book even better The authors provide a broad perspective on the most relevant topics for academics and practitioners The emphasis on development of collective leadership capacity as well as development of individual leaders is consistent with the growing recognition that strategic leadership shared leadership and flexible change leadership are essential for sustained organizational effectiveness in a dynamic global economy The book is a valuable source of knowledge and practical advice for anyone who is responsible for providing or managing leadership development Gary Yukl professor of management University at Albany SUNY We consider leadership to be the single most important factor influencing the performance of our organization This book is brilliant in defining what we need to do and what capabilities we need to assist our leaders to grow and develop Morten Raabe vice president of Organisation Development WW ASA Oslo Norway Note CD ROM DVD and other supplementary materials are not included as part of eBook file

The Manager's Guide to Coaching for Change John L. Bennett, 2024-09-02 We live and work in a world of change Helping individuals and teams prepare for respond to and learn from change are critical for thriving Managers and leaders at all levels play a vital role in developing talent increasing performance and supporting transitions and transformations This book is about effectively coaching others in your role as a manager coach A manager coach is a person who uses coaching related knowledge approaches and skills to coach team members in the organization who report to them or who have sought their coaching In 16 chapters leaders at all levels human resource professionals and graduate students will find research based practical approaches to developing talent improving performance and supporting transformation Topics include the change coaching process theoretical foundations of coaching use of self in managerial coaching six coaching skills how to coach across differences specialty coaching peer team

and executive ethical considerations for coaching and continuous development for manager coaches Provides models frameworks and tools that can be used to coach team members

The Manager as Coach Jerry W. Gilley, Ann Gilley, 2007-02-28 In theory managers serve as guides directors decision makers and energizers for their employees Unfortunately few managers have themselves been trained in the skills and techniques to get the best results from their employees and managerial styles can run the gamut from permissive but ineffectual to aloof to autocratic In *The Manager as Coach* the authors focus on the key purposes of coaching improving individual performance solving problems and securing results in order to address the challenges of effective management head on Dispelling popular myths and misconceptions about coaching as a passing fad or a collection of superficial motivation techniques they offer practical tools for mastering the skills of effective coaching to the benefit of employees and the organization identifying four primary roles that managers as coaches play on a regular basis trainer career advisor strategist and performance appraiser Featuring diagnostic exercises worksheets and a listing of resources *The Manager as Coach* will help readers develop the qualities and skills to align individual and organizational goals and forge dynamic productive relationships Whether large or small manufacturing or service every organization selects managers and assigns them the task of securing results through people In theory managers serve as guides directors decision makers and energizers for their employees Unfortunately few managers have themselves been trained in the skills and techniques to get the best results from their employees and managerial styles can run the gamut from permissive but ineffectual to aloof to autocratic This volume in *The Manager as* series addresses the challenges of effective management head on by exploring the role of manager as coach Focusing on the key purposes of coaching improving individual performance solving problems and securing results the authors dispel popular myths and misconceptions of management coaching as a passing fad a process of endless tutoring or superficial motivation techniques and offer practical tools for mastering the skills of effective coaching to the benefit of both employees and the organization They identify four primary roles managers as coaches play on a regular basis trainer career advisor strategist and performance appraiser Featuring diagnostic exercises worksheets and a listing of resources *The Manager as Coach* will help readers develop the qualities and skills to align individual and organizational goals and forge dynamic productive relationships

The Manager as Coach Jim Durcan, David Oates, 1994 Based on extensive case studies at British companies

Becoming a Leader Coach: A Step-by-Step Guide to Developing Your People Johan Naude', Florence Plessier, 2014-04-02 As a leader you have different roles to play with your direct reports One of them is to manage their day to day performance Another is to support their development so they can continue to deliver top performance Most leaders are comfortable with and effective in the first role However many leaders are less clear about the role of developing their direct reports particularly coaching for development This guidebook provides an introduction to leader coaching including a structure and a set of guidelines to conduct effective formal and informal coaching conversations with your direct reports

Accelerating Your Development as a Leader Robert Barner,2011-09-14 An invaluable resource for HR professionals and executive coaches this book focuses on how to reduce the time needed to prepare high potential HIPO leaders for next level positions Providing the leading trends tools and techniques in the industry the book demystifies the process of HIPO development It includes a powerful five step process for increasing leaders readiness as well as a complete set of tools for running workshops on developmental planning and coaching This text also serves as a core text for the author s Executive Coaching Certificate Programs

Manager as Coach in a Pharmacy Benefit Management Organization Marilyn Sue Talarico,2002

The Coaching Manager James Michael Hunt,Joseph R. Weintraub,2017 KEY FEATURES The Coaching Manager Model simplifies core concepts and helps readers get at the essence of what it takes to be a coaching manager Real world cases illustrate coaching in a variety of environments and offer strategies for developing people within any organization Self assessment tools prompt readers to explore their existing notions of coaching and help readers create and sustain a coaching environment Action checklists deepen skill sets and provide experiential learning opportunities in the classroom and on the job Numerous practical examples and exercises encourage readers to apply the concepts and build their skill set as a coaching manager NEW TO THIS EDITION New research and contemporary cases demonstrate how managers are using coaching to develop talent in our current economy A new section on entrepreneurial learning has been added to discuss coaching and development relevant to entrepreneurs New real world examples of diversity and technology help readers coach others different from oneself and show readers how to use technology to coach employees over vast distances

Building a Coaching Culture Andreas von der Heydt,2021-12

The Sales Managers Guide to Training and Developing Your Team National Society of Sales Training Executives,1992-08-22 This essential resource includes checklists to help the reader manage a staff forms for training planning and evaluating performance and a list of additional sources of information for further assistance It shows how to set goals that are realistic and fair but aspire to top results resolve problems before they escalate to astronomical proportions recruit interview and select the best candidates to represent your company train the sales staff for superior results conduct efficient and highly productive meetings fairly evaluate performance and lead the sales team to success

The Coaching Connection John Hoover,Paul Gorrell,2009-08-19 Traditional coaching methods have focused entirely on the individual sometimes even at the expense of improving measurable business results for the company Now authors John Hoover and Paul J Gorrell both notable leaders and talent experts show managers how they can use contextual coaching to ensure both individuals and organizations experience the highest probability for success Contextual coaching uses a dual focus systems approach to align coaching processes with the strategies cultural imperatives talent management systems communication practices and competency requirements of an entire organization The Coaching Connection teaches readers how to apply this methodology by taking all of these factors into consideration within their own organizational context When coaching initiatives are successful individual

and organizational interests become one Including a 360 degree assessment covering the ten most essential skill sets of well balanced and effective leaders as well as systems for measuring and managing talent The Coaching Connection helps companies improve both their people and their bottom line results Developing Managers Manuel London,1985-04-16 Strategic planning for manager development Early career experiences of managers being socialized into the organization Assessing career motivation of managers Developing and strengthening career motivation How organizational policies and programs affect career motivation Designing comprehensive manager development programs Adapting programs to the organization s philosophy and nedds Selecting human resource strategies and techniques for manager development Training programs for developing management skills and deadership Motivating and developing midcareer and plateaued managers Applying manager development strategies and guidelines **Educating and Developing Managers for a Changing South Africa** L. N. Human,1991 *The Complete Guide to Coaching at Work* Perry Zeus,Suzanne Skiffington,2000 Coaching has taken on a permanent role as a way of improving individual performance within an organization This book is for people interested in becoming coaches within an organization and those already practicing It explains the skill and competencies required to be an outstanding coach at work The book clearly defines and explains the nature of coaching and how it works outlining the different theories and models to present a balanced objective perspective of the subject The authors show that coaching is an on going dialogue a collaboration between two individuals that encourages learning development and work performance improvement in the pursuit of skill development goals It can be adopted at any level in the workplace educational institution sporting arena or personal life The authors reveal what personal quallities are necessary in order to be a successful coach They discuss coaching and communication skills and show you how to set strategic goals and develop an action plan The book also analyzes the contribution of coaching to the processes of change and learning explaining the different styles of learning the importance of establishing a learning culture within an organization and the degree of self exploration necessary for the individual to achieve sustained behaviorial change The authors also consider in greater detail three specific coaching areas coaching in call centers sales coaching and career coaching and explain the differences from other related occupations that are often associated with coaching such as consulting mentoring training and counseling and how all of othem work together **The Irish Employee Recruitment and Management Handbook** Patrick Gunnigle,1999 This handbook covers the issues that face human resource HR practitioners in the Irish labour market It looks at the developments and key techniques that HR managers must have if they are to recruit and retain a high quality workforce *Successful Manager's Handbook* Susan H. Gebelein,2000 Managers often learn how to lead and manage while doing their jobs The Successful Manager s Handbook helps you fulfill two of your most important roles as a manager developing yourself and coaching others Back cover **The Coaching at Work Toolkit** Perry Zeus,Suzanne Skiffington,2002-02-28 Recent studies show that life skills coaching executive coaching and business

coaching are all effective ways of achieving sustainable growth change and development in an individual group or organisation The Coaching at Work Toolkit is the first comprehensive practical resource for coaches in the use of the theories tools techniques and practices that affect learning and change This book offers coaching tools and psychology based techniques and is a much needed guide to understanding the practice of coaching and applying the theories and language associated with it The employment of life skills coaching executive coaching and business coaching is being heralded as the way to create organisations of the future Anyone interested in achieving their best and staying ahead of the competition should read this book Through the use of case studies practical instructions and application guidelines the authors have provided models principles and techniques that enable professional coaches to achieve breakthrough results For the past ten years the authors first as practitioners and then as educators have worked closely with colleagues across the globe to develop coaching techniques that produce positive measurable lasting change This book builds upon the success of the authors first general coaching reference The Complete Guide to Coaching at Work This title focused on the nature of coaching coaching models and frameworks and the competencies for successful coaches Suzanne Skiffington and Perry Zeus have trained hundreds of coaches around the world Through their internationally renowned coach training school 1 to 1 Coaching School they have worked with established and new coaches professionals and managers leaders of organisations consultants groups and the academic community

Aslib Book Guide ,1994

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