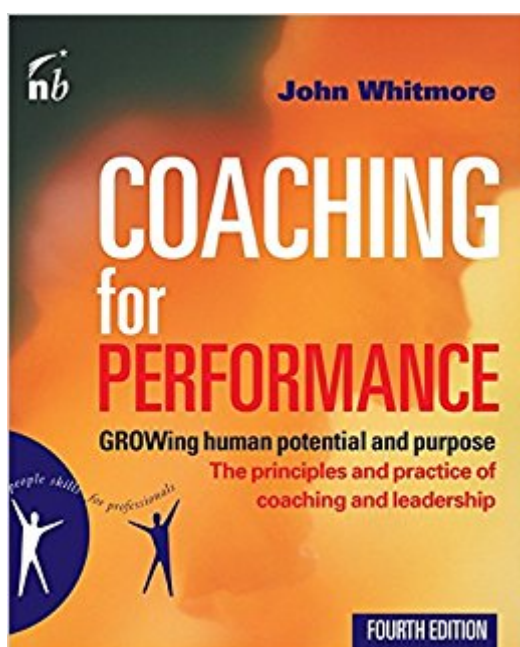


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# Coaching For Performance: GROWing Human Potential And Purpose - The Principles And Practice Of Coaching And Leadership, 4th Edition



## Synopsis

Coaching for Performance is the bible of the industry and very much the definitive work that all coaches stand on. This fourth edition explains clearly and in-depth how to unlock people's potential to maximise their performance. It contains the eponymous GROW model (Goals, Reality, Options, Will), now established as the basis for coaching professionals. Clear, concise, hands-on and reader-friendly, this is a coaching guide written in a coaching style. Coaching for Performance digs deep into the roots of coaching, particularly transpersonal psychology, a useful model for personal development and in-depth coaching. There are new coaching questions and fresh chapters on emotional intelligence and high-performance leadership. Whitmore also considers the future of coaching and its role in the transformation of learning and workplace relationships, as well as illustrating how coaching can help in a crisis.

## Book Information

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## Customer Reviews

A must-read for any coach aspiring to do advanced work with their clients. Bringing together the simplicity of the coaching process and the larger scope of the coaching profession in a readable and provocative way, Coaching for Performance forecasts the necessary evolution that awaits the world of business and the world of coaching. — Laura Whitworth, co-founder of The Coaches Training Institute and author of Co-Active Coaching Whitmore has ensured that the book will remain the leading text in its field. The layout makes reading the book pleasurable and greatly assists in appreciating its content [and] Whitmore achieves in a few pages what full works on leadership often

fail to reach. If you read an earlier edition then little persuasion will be required to read this edition to bring you up to the cutting edge of coaching. **Professional Manager** Widely regarded as the Bible of coaching, this is an essential read for any manager who uses coaching skills. **Business Traveller** The teaching styles demonstrated in this book will encourage you - and your clients - to question everything you do. Borrow it, find it, steal it, read it; but you will probably have to buy it because you won't want to give it back. **Driving Instructor magazine** Overall, the newly written sections on leadership for high performance and transformation through transpersonal coaching really stand out. They are up-to-date, relevant and make a significant challenge to the readers mindset. These pages offer interesting dimensions on models of psychosynthesis, emotional intelligence, spiritual intelligence and boundaries in coaching. **People Management** Personal tone and straightforward language. **Management Today** John Whitmore's book stands out. It is a comprehensive guide to practical coaching practices, complete with techniques that readers can integrate into their own careers. **GetAbstract**

"A must read for any coach aspiring to do advanced work with their clients. Bringing together the simplicity of the coaching process and the larger scope of the coaching profession in a readable and provocative way."

I went into reading this book expecting it to feel a bit outdated, though still informative, but by the end of the book my expectations were surpassed. It does not take long to read the book through, and it is a book that I will read multiple times. I recommend this to anyone working in management or who plans on starting a business as I believe it holds many bits of information that will do you much good. The layout is also very well laid out.

Not much useful information in this book. Is written with a lot of useless sports analogy. Significant content about 10 pages, the rest is fluffy staff and waste of paper. For me was a waste of time and money.

I first read Coaching For Performance while training as a coach in 2004. The GROW model stays with me as a useful structure for bringing out the best in others. This time through I was struck by the focus on awareness and responsibility as the backdrop.

I use this method to coach my employees, creates a great dialog that they lead.

This book is getting a bit dated, but it's still worth the price. Whitmore's GROW model is a classic.

Good book overall - nothing revolutionary, but all the material was relevant and helpful reminder of what I should / could be doing

This is a brilliant introduction to coaching and leaves the reader hungry to learn more. Must read for anyone who desires to develop people.

very interesting

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