

# Coaching for Commitment



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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.

作者介绍:

目录:

[Coaching for Commitment 下载链接1](#)

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