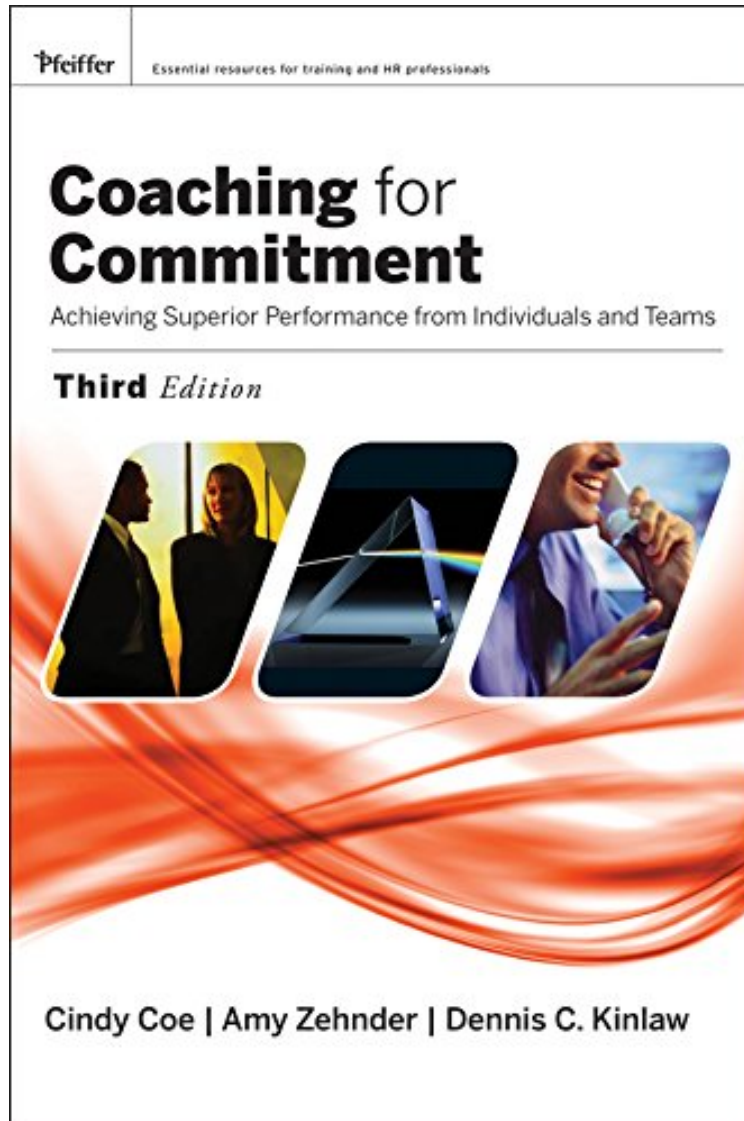


# Coaching for Commitment: Achieving Superior Performance from Individuals and Teams

*Cindy Coe, Amy Zehnder, Dennis C. Kinlaw*  
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**Cindy Coe, Amy Zehnder, Dennis C. Kinlaw : Coaching for Commitment: Achieving Superior Performance from Individuals and Teams** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Coaching for Commitment: Achieving Superior Performance from Individuals and Teams:

1 of 1 people found the following review helpful. Useful Tool for any CoachBy Customer This book lays out the parameters of coaching in a clear concise manner and differentiated coaching from various other types of helping people such as counseling or mentoring. This alone makes this book invaluable for anyone starting out in coaching or

in my case considering coaching as my second career. I found the writing to easy to comprehend and the information laid out in a nice progressive manner building on the foundation of the preceding chapters.1 of 1 people found the following review helpful. A Handy Resource for Leaders HR ProfessionalsBy CustomerThis is a good book to use when you are teaching the skills of coaching to supervisors or managers. Some learn in workshops and like reinforcement later with a book. A good resource too for those in HR charged with coaching leaders.0 of 0 people found the following review helpful. Great update to a classic!By William L. MinceCoaching for results is the primary task for all managers. In this revised edition, the authors continue the valuable lessons from the first edition.

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.

From the Inside Flap *Coaching for Commitment* "In today's workplace, everyone can be a coach." —Dennis C. Kinlaw, Ed.D. This 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 newest edition expands on the foundational work of coaching of Dennis Kinlaw and 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 the 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—face-to-face, with a virtual team, on the fly, phone, or e-mail. *Coaching for Commitment* is filled with handy 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. From the Back Cover *Coaching as a Strategy for Improving Performance* "Sustained superior performance occurs, most of all, because people are committed to do their level best all of the time. Coaching is a proven strategy for building such commitment. This book is about coaching and is based on a combined total of over forty years of coaching experience, researching and writing about coaching, and teaching the value and skills of coaching to others. It describes coaching as a strategy for improving performance that has special utility in today's climate of intense competitiveness for total customer satisfaction, continuous improvement, and the drive to deliver products and services 100 percent perfect 100 percent of the time. It also describes coaching as a function of helping people discover new and creative solutions to complex and difficult situations, while becoming more committed to taking action." —From the Introduction About the Author Cindy Coe is the president of InsideOut Discovery, Inc., an international coaching and consulting practice that specializes in executive coaching. She is a recognized expert in enhancing organizational effectiveness and creating customized learning and development programs. Amy Zehnder, Ph.D., PCC, is a dynamic presenter and recognized expert in talent management and learning and development. As an accomplished organizational development professional, she is sought after for her unique ability to turn strategic viewpoints into tactical actions. Dennis C. Kinlaw, Ed.D., (deceased) was the original author of *Coaching for Commitment*. He was a consultant to organizations and conducted management training programs.