

1. Record Nr.	UNINA9910809998903321
Autore	Holroyd Jane
Titolo	Improving personal and organisational performance in social work // Jane Holroyd
Pubbl/distr/stampa	Los Angeles : , : SAGE, , 2012
ISBN	0-85725-996-2 0-85725-997-0
Descrizione fisica	1 online resource (169 p.)
Collana	Post-qualifying social work
Disciplina	361.32
Soggetti	Social service - Practice Social work administration Social workers Achievement motivation
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"Leadership and management handbooks"--Cover.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; Contents; List of figures; List of tables; List of activities; Foreword; About the author; Acknowledgements; Introduction; Part 1 - Understanding thoughts and behaviours; Section 1 Starting with self; Section 2 How to understand our thoughts; Section 3 The process of behaviour; Section 4 Creating positive mind solutions; Section 5 Representational systems and words; Section 6 Anchoring; Part 2 Becoming an exquisite communicator; Section 7 Understanding communication; Section 8 Advanced questioning skills model; Part 3 Effective influencing and motivating others Section 9 Persuasive language Section 10 Motivational language; Part 4 Leading self; Section 11 Understanding and enhancing thought processes; Section 12 Reframing; Section 13 Setting well-formed outcomes; Appendix; References; Suggested further reading; Index
Sommario/riassunto	An introduction to performance management for social workers