

1. Record Nr.	UNINA9910811860303321
Autore	Fliegel Jordan Lancaster
Titolo	Coaching up! : inspiring peak performance when it matters most / / Jordan Fliegel, Kathleen Landis Lancaster
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2016 ©2016
ISBN	1-119-23113-2 1-119-23119-1
Edizione	[1st edition]
Descrizione fisica	1 online resource (205 p.)
Classificazione	BUS019000BUS071000BUS020000
Disciplina	658.3/124
Soggetti	Leadership Communication in management Employee motivation
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Coaching Up!: Inspiring Peak Performance when it Matters Most; Contents; Foreword; In the Beginning...; Finding Connection and Support; Playing for Coach K; Accepting a Life-Changing Direction; On Playing on a Winning Team; About Shane Battier; Introduction; Why This Book?; Who Can Use the Coaching Up Model?; Chapter 1: How the Coaching Up Model Works; An Actual Coaching Up Conversation; In Contrast, the Showboat Approach; The Rewards of Coaching Up Conversations; Chapter 2: Building an Authentic Connection; If Possible, Choose the Setting for Maximum Comfort Greet Your Player Warmly and PersonallyThe Verbal Greeting; The Physical Greeting-or Not; A Brilliant Casual Greeting; Begin the Conversation with a Human Connection, Not a Functional One; Keep Your Posture Relaxed, and Speak Slowly, Clearly, and Thoughtfully; Stay Focused on Your Player; Practice Humor and Humility; How CoachUp Coaches Feel about Building Connections with Their Athletes; Chapter 3: Providing Genuine Support; Offer Positive Feedback; Share a Broader View; Remove Obstacles in Your Player's Path; But What about Negative Feedback?; Chapter 4: Offering Concise Direction Ways to Offer Concise DirectionChapter 5: Making It Work at Work;

Revisiting the Pareto Principle; Adopting a Truly Transformative Mental Model; Matters of Leadership Style and Behavior; Regularly Scheduled Meetings with Colleagues; Chapter 6: Taking It Home to the Family; A Coaching Up Conversation with a Child; Building an Authentic Connection; Providing Authentic Support; Offering Concise Direction; Chapter 7: Keeping It Real; If Possible, Choose the Setting for Maximum Comfort; Greet Your Player Warmly and Personally; Begin the Conversation with a Human Connection, Not a Functional One Keep Your Posture Relaxed, and Speak Slowly, Clearly, and Thoughtfully Stay Focused on Your Player; Practice Humor and Humility; A Final Word; Bibliography and Suggested Reading; Acknowledgments; About the Author; Index; End User License Agreement

---

## Sommario/riassunto

Connect, engage, motivate, and inspire using top coaching techniques Coaching Up! is about inspiring those who matter to you to achieve peak performance. Whether you are a coach, a business leader, a civic activist, a teacher, a counselor, or a parent, this book will offer you a powerful, highly effective way to connect to the people you care about and move them forward toward their best selves. In sports, coaches have developed ways of connecting with their players quickly in the "heat of the battle," inspiring them to perform to their fullest potential and "leave it all on the field." Interestingly, although these techniques have not been codified, great coaches have independently developed remarkably similar models. This book aligns these techniques and distills their essence into a fundamental skill set that anyone can use to connect with, support, and inspire his or her colleagues, teammates, friends, and family members. At its foundation, great coaching is based on a solid set of techniques that can be applied to all areas of life. Essentially, those skills boil down to forging authentic connections, providing genuine support, and offering concise direction. While our everyday pressures may be less intense than those of a championship, the long-term game is even more important. Why not borrow from the best to develop the skills and abilities to win every day? Inspire and motivate people to higher performance Improve communication in high-stakes situations Be more effective both professionally and socially Getting inside the way great coaching works gives you an unparalleled glimpse at the core of inspiration. A great coach can make the difference between a mediocre player and a world champion. What would that difference look like if you could inspire every colleague in your business? Everyone who matters to you in your personal life? You can be the source of empowerment and motivation that helps the people around you reach higher, go further, and achieve more. Coaching Up! gives you the game plan—and shows you how to run the plays.

---