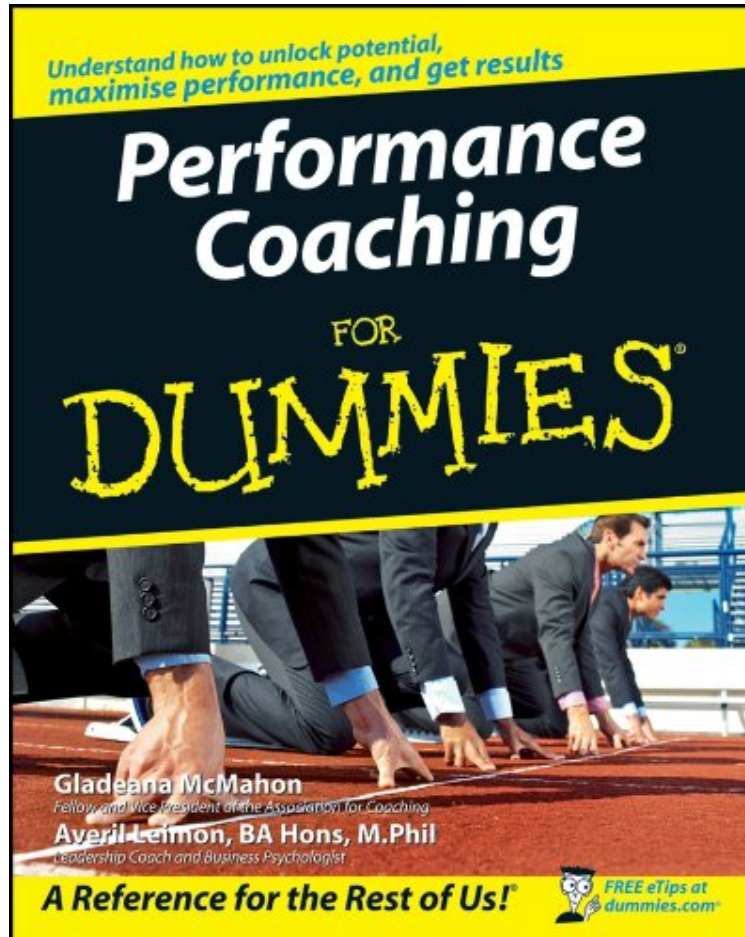


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## Performance Coaching For Dummies

Gladeana McMahon, Averil Leimon  
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**Gladeana McMahon, Averil Leimon : Performance Coaching For Dummies** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Performance Coaching For Dummies:

Performance coaching is a modern and rapidly growing method used to assist development, and involves helping individuals to improve their performance in all areas of their life, with a particular emphasis on the workplace. Performance coaching draws parallels with NLP and often focuses on the psychology of excellence — making what's good even better, and helping individuals keep ahead of the game. On an organisational level it can include helping managers to consider how to get the best from their staff, peers and superiors, as well as helping to identify strengths, weaknesses, opportunities and threats. A performance coach assists individuals in building on their successes and helps to design, plan and instigate successful business/life strategies. Despite its popularity confusion still surrounds coaching. It is a relatively new area and there is still a lack of understanding about how best to use coaching and in what specific situations it will be most effective. In addition to this, anyone can assume a

performance/professional/business/life coach title without holding any particular qualification or registration. With this increased awareness and confusion the need for a no-nonsense book on the topic that offers trusted advice is needed all the more, which is where Performance Coaching For Dummies steps in.

From the Back Cover Practical techniques for improving performance and achieving excellence Expert advice to help you unlock potential and achieve your goals Performance Coaching uses a wide range of practical tools and techniques to facilitate development, learning, and ultimately personal and professional success. Whether you want to motivate a team at work or boost your own individual performance, this expert guide walks you step-by-step through the basics of Performance Coaching and shows you how to use it effectively to unlock potential, overcome challenges, maximise performance, and succeed in all areas of life. Discover how to: Build a repertoire of advanced coaching skills Give positive feedback and constructive criticism Engage others effectively Consider the impact of body language and listening skills Manage organisational challenges and deal with problems effectively About the Author Gladeana McMahon was named as one of the UK's top ten coaches by the Independent on Sunday and Sunday Observer. Averil Leimon is a leading international coach and an accreditor for the Association for Coaching.