



Coaching for Performance

John Whitmore

★★★★★ (5 stars)

Buy this book if:

- You want the best introduction to performance coaching
- You want to learn the GROW conversational model

In my opinion this book is the best introduction to business or performance coaching available. John Whitmore was one of the original figures in the coaching movement, starting in the sports world (remember *The Inner Game of Tennis?*) and moving into coaching businesspeople 20 years ago in Britain. Now in its third edition, this book offers a very clear introduction to coaching, an in-depth look (5 entire chapters) at the popular GROW conversational model, and a section on applying coaching principles to various facets of corporate life.

The book does a great job of introducing coaching, with many examples of extended coaching dialogues that give you a feel for what coaching really sounds like. Written toward business leaders, it addresses the concerns of managers who wish to coach as well as coaches who want to improve performance in the business world.

After the introductory chapters, the book quickly moves into a step-by-step treatment of the GROW (Goal, Reality check, Options, Will) model, which is as good a way to dive into coaching as any. Each step is presented in a set of universal principles, with coaching dialogues to illustrate what it looks like to coach a person through that step. This is the best treatment of the GROW model around.

I got more out of the first hundred pages of the book than the last 70. His treatment of coaching for meaning and the spiritual journey was a little esoteric. But it's still good stuff – and I'd recommend that this book be part of any coach's library just for that first hundred pages. If you are into group or team coaching, you'll find the section on that helpful.

Summary

If you are starting out in coaching, whether in the ministry or business world, make this one of the first books you buy. It's great material for trained coaches as well, and an excellent training tool for the GROW model if you are presenting on that. This book is highly recommended.

Reviewed by:

Tony Stoltzfus, Professional Coach & Coach Trainer

www.CoachingPastors.com/stoltzfus.htm