



Coaching for Commitment: Achieving Superior Performance from Individuals and Teams: 33rd (Third) edition

Dennis C. Kinlaw, Cindy Coe Amy Zehnder

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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.

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