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Coaching for Performance is the bible of the industry and very much the definitive work that all coaches stand on. This new edition explains clearly and in-depth how to unlock people's potential to maximise their performance. Contains the eponymous GROW model (Goals, Reality, Options, Will), now established as the basis for coaching professionals.

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Sir John Whitmore was the pioneer of coaching in the workplace and Co-Founder of Performance Consultants

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Whitmore International, the market leader in coaching globally. He was the first to take coaching into organizations in the early 1980s and creator of the GROW model, the most used coaching model in the world.

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“ Coaching is unlocking a person ’ s potential to maximize their own performance, ” Whitmore states. According to Whitmore, coaching is helping a person to learn rather than teaching them. The initial chapters of the book describe how the concept of coaching has evolved and the various applications of coaching.

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Sir John Whitmore ' s seminal text Coaching for Performance has been, at various times, the No. 1 Best Seller in many categories including: Management; Business team management skills; Business coaching & mentoring skills; and Human resources management. The

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Whitmore introduced the world to the GROW Model, created by Sir John and colleagues in the 1980s and has sold over a million copies in more than 20 languages.

Sir John Whitmore's Coaching for Performance Book 5th ...

“ Coaching for Performance ” by John Whitmore Coaching for Performance is the grandfather of coaching books and coaching approaches. Thousands of high performing organizations have tapped into its wisdom. Much of what has come to be known as professional business coaching came from Timothy Gallway and Whitmore ' s sports training techniques.

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A review of Coaching for Performance
by John Whitmore

Coaching for Performance: GROWing
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22 quotes from John Whitmore:
'Coaching is unlocking people ' s
potential to maximize their own
performance.', 'Coaching focuses on
future possibilities, not past
mistakes', and 'As with any new skill,
attitude, style, or belief, adopting a
coaching ethos requires commitment,
practice, and some time before it

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flows naturally and its effectiveness is optimized.'

John Whitmore Quotes (Author of Coaching for Performance)
Defining the Four Stages of Performance Coaching In 1979 Sir John Whitmore and Graham Alexander brought The Inner Game to Europe, with the blessing of Inner Game creator Tim Gallwey. They soon realized the value of The Inner Game for leaders and managers of organizations.

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