



How to Be a Great Coach: 24 Lessons for Turning on the Productivity of Every Employee (Mighty Manager)

Marshall J. Cook

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Today's worker is empowered and intelligent, and no longer can you expect overbearing, high-pressure management tactics to improve performance. In the modern workplace, managers are discovering that they must work in partnership with their employees, providing them with the tools they need for success by first determining exactly what those tools are.

How to Be a Great Coach provides guidelines, best practices, and state-of-the-art approaches for working with, instead of against, your employees, boosting their motivation, performance, and productivity. This results-focused book examines 24 innovative and proven approaches for getting the best efforts from your employees by giving your best, and earning their respect by first learning how to:

- Solicit their opinions-and take them seriously
- Be willing to take the hit for your own mistakes
- Ask targeted questions and patiently await answers
- Communicate your willingness to hear complaints
- Foster independence, not subservience
- Explain your expectations clearly
- Always advocate for your employees

When your employees do well, you do well. Learn all about today's most effective coaching methods--what they are, how they work, and how you can use them to dramatically improve the performance of your employees--in the focused, hands-on leadership guide *How to Be a Great Coach*.

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